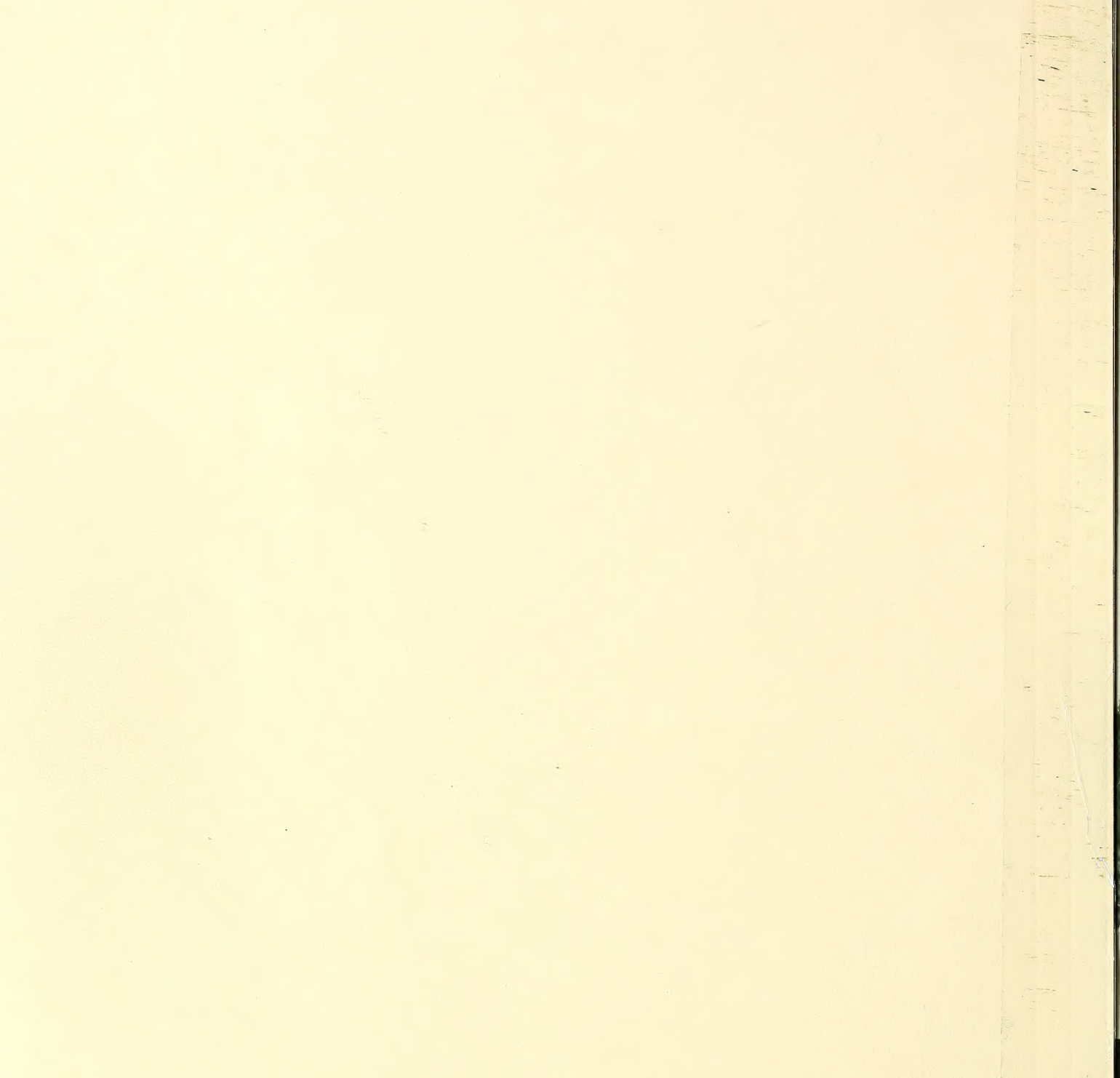


## **Historic, Archive Document**

Do not assume content reflects current scientific knowledge, policies, or practices.





62.27

1910

# GILBERTSON'S

## GUARANTEED EVERGREENS

WILL  
GROW  
OR  
THEY  
WILL  
COST  
YOU  
NOTHING





## Our Bank References

We are printing here letters from the First National Bank of Mason City, Iowa, and the St. Ansgar Bank of St. Ansgar, Iowa. We solicit the fullest investigation of our past record for straightforward and square dealing as well as for the character of trees we sell.

Write these banks or any other banks in these two places for information about us. As we are selling out trees direct from our nursery to our customers, we believe it is only right you should know something about our responsibility and standing.

We find it easier and more satisfactory to do business with men who have confidence in us. We can assure you we

have confidence in our customers and in our trees or we would not do business on the open, straightforward plan we do.

We also ask you to read carefully the letters printed in the back part of this catalog from our customers who will tell you just what they think of Gilbertson's Guaranteed Evergreens and the sort of treatment they have received from us. We are showing there a lot of photographs of evergreen groves of Gilbertson's Guaranteed Evergreens. These photographs speak for themselves.

Please read every word in this catalog as it is the only way we have of telling you about Gilbertson's Guaranteed Evergreens.

### Read These Letters

**The Saint Ansgar Bank**

*Henry Bush, President*

RESPONSIBILITY \$ 350,000.00

*R. C. Lubien, Cashier*

*St. Ansgar, Iowa* Oct. 26th, 1908

To Whom It May Concern.

This certifies that the writer has been personally acquainted with G. G. Gilbertson and his son, A. O. Gilbertson of the Gilbertson Nursery Company of this place and of Mason City, Iowa for many years. We have found them to have been strictly honest in all their dealings with us and honorable in their dealings with their customers. They have made a specialty of evergreens and have developed an immense business in that line by the quality and successful growing trees they have furnished the farmers of Northern Iowa for the past twenty five years. Their aim seems to be to make satisfied customers. In this immediate vicinity may be seen some of the finest evergreen groves that were ever grown anywhere, trees that came from the Gilbertson Nurseries.

We take pleasure in recommending the Gilbertson Nursery Company to those who desire a first class article in the evergreen line, and honest and honorable treatment.

Respectfully,

*R. C. Lubien*  
Cashier.

NO 2874

FIRST NATIONAL BANK OF MASON CITY, IOWA

CAPITAL, SURPLUS AND PROFITS \$ 300,000.00  
CASH AND OTHER RESOURCES \$ 1,000,000.00

UNITED STATES DEPOSITORY

MASON CITY, IOWA.

Nov. 4, 1908.

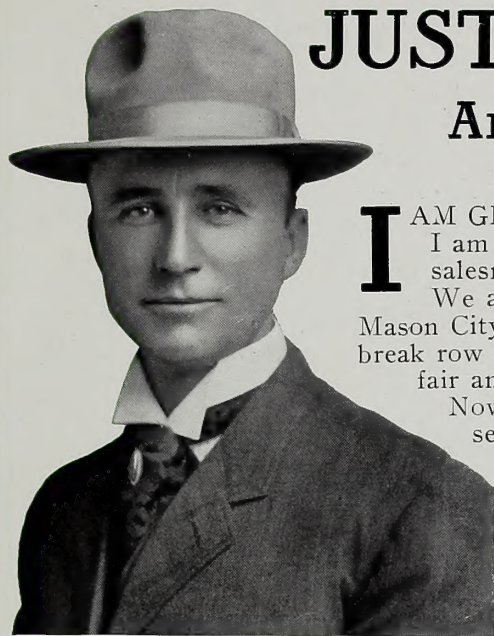
To Whom this may come,--

We take great pleasure in commending the Gilbertson Nursery Company of St. Ansgar, Ia. and Mason City, Iowa, as being perfectly reliable, and worthy of confidence. We have had some years of acquaintance with Mr. Gilbertson and have found him up to his engagements, in every way. He is absolutely square in his dealing, and all representations he had made concerning his business and the sale of his product have been fully and fairly met. We commend them as being honorable, straightforward and reliable, and we also comment the quality of the Nursery stock which they are turning out. It is hardy, thrifty, and well suited to the climatic conditions of the Northwest. We are sure any one patronizing the Gilbertson Nursery will find the nursery stock all that is represented, and will be perfectly satisfied with the purchase.

Yours respectfully,  
*Henry Bush*  
President.

**Write Any Bank in Mason City or St. Ansgar About Us  
Or Any Man Who Has Ever Bought An Evergreen Grove of Us**





A. O. GILBERTSON, President  
GILBERTSON NURSERY COMPANY  
Mason City, Iowa

### Please Remember These Points

- 1—This catalog is our only salesman as we sell our trees direct from nursery to farm.
- 2—Every tree we sell is grown in our own nursery in Mason City, Iowa.
- 3—Our trees are grown under a special process in our nursery. This process is used exclusively by us in the propagation of our hardy Evergreens.
- 4—Gilbertson's Guaranteed Evergreens are different. They will grow where all others fail.
- 5—Our Guarantee. We guarantee our Evergreens to grow or they will cost you nothing.

# JUST A PERSONAL WORD TO YOU

## And Every Man Who is Interested in Evergreens

### AN OPEN LETTER

I AM GLAD to send you this catalog with the compliments of the Gilbertson Nursery Company of which I am President and General Manager. I want to say right at the start that this catalog is our only salesman so I am going to ask you as a special favor to read it over carefully from cover to cover.

We are selling our evergreens this year on our very successful plan, direct from our nursery at Mason City, Iowa, to you,—on the positive guarantee that our trees will grow when planted in your windbreak row or they will cost you nothing. That's our selling plan in a very few words. Doesn't it sound fair and reasonable to you?

Now then, as you have been kind enough to show an interest in our guaranteed evergreens by sending for this catalog, I want to say a few things about our plan of selling and something about our trees in this open letter to you.

First, I want to say right here that Gilbertson's Evergreens are different from any other evergreens you have ever tried to grow before.

I don't care how many times you have tried to grow a windbreak of evergreens before and failed. I am still perfectly willing to ship you Gilbertson's Guaranteed Evergreens on the guarantee that they will grow when planted in your windbreak row or they will cost you nothing. In fact, it has been our experience a large number of times to set our evergreens in exactly the same ground and the same conditions under which evergreens from other nurseries have made a complete failure, as high as two or three different times, and still our evergreens under these conditions have never failed to make a record of from 98 to 100 per cent live trees.

The success of our guaranteed evergreens is due to our process of growing in the nursery and to our original method of packing for shipment from the nursery to your windbreak row.

Now, you can take a glimpse through our Nursery in this catalog and see for yourself just how we grow our Guaranteed Evergreens in our nursery. Then, you can read some of the letters we have received from our customers (We have nearly two thousand testimonial letters received from our customers **this year** in our files, open for your inspection), so you can see just how our evergreens grow in the windbreak row. You can also see what sort of windbreaks Gilbertson's Guaranteed Evergreens make as we are showing some of the groves on the farms of our customers in the back of this catalog.

I know absolutely that Gilbertson's Guaranteed Evergreens will grow in your windbreak row, or I never would sell them to you on this positive and absolute guarantee plan.

Why not raise the value of your farm from \$3000 to \$5000? Why not move your home three hundred miles further south, climatically, by planting a grove of Gilbertson's Guaranteed Evergreens this year? You can do it entirely at our risk. Remember, on our plan you pay only for trees that live, trees that actually make good for you in your windbreak row.

Hoping to see a windbreak of Gilbertson's Guaranteed Evergreens started on your farm soon, I am,

Yours truly,

**A. O. GILBERTSON**  
President and Manager, Gilbertson Nursery Co., Mason City, Iowa



# GILBERTSON'S GUARANTEED EVERGREENS -

## A Quarter of a Century in the Evergreen Business

The Gilbertson Nursery Company was founded over thirty years ago by Mr. G. G. Gilbertson, who commenced the propagation of evergreens and general nursery stock near Mitchell, Iowa, continuing the growing of evergreens there for nearly fifteen years.

### Largest Stock of Transplanted Evergreens in the Northwest

Not having suitable facilities at Mitchell, the nursery was removed to St. Ansgar, Iowa, where the Gilbertson Nursery Company have continued the growing of their hardy, guaranteed evergreens up to the present time. About five years ago, however, the increased business of our Company compelled us to seek some point with better railroad facilities and consequently we established a 200 acre nursery at Mason

City, Iowa. We have been operating these two nurseries for the past five years until last spring when we closed out our entire stock of trees at St. Ansgar and are now operating only our Mason City nursery, which, by the way, is the largest nursery of transplanted evergreens in the Northwest. We have today practically abandoned the propagation

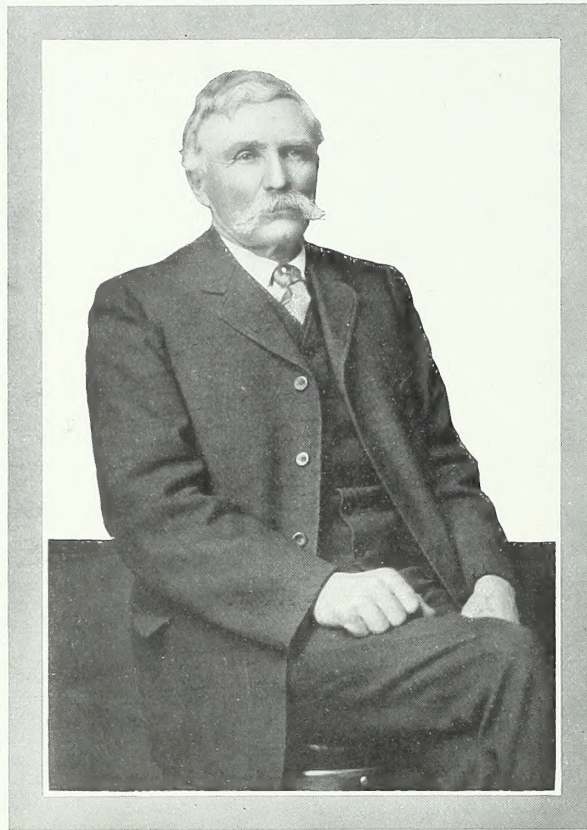
growing evergreens our way. Our process is original with us and it accounts for the large, heavy, bushy, fibrous root system which we are able to develop on all of our evergreen trees and which makes

of all other nursery stock, giving all of our time and attention to the scientific growing of our hardy, guaranteed evergreens.

Our Mr. Gilbertson, the founder of our nursery business, early foresaw the coming great demand there must be for some hardy and permanent evergreen to take the place of such deciduous trees as the cottonwood, box-elder, soft maple, etc., for windbreak purposes in the Northwest, which up until recent years the farmers, for the want of something better, have been planting almost exclusively for windbreak purposes.

### One Great Idea—Evergreens for Windbreaks

With this one great idea in mind Mr. Gilbertson, years ago, began the systematic experimenting to discover the best method of growing and developing evergreens for transplanting from the nursery to the windbreak row. He soon discovered that the reason evergreens failed to grow when planted in the windbreak row wasn't the climate, soil or variety of trees the farmers in the Northwest were trying to grow. He soon learned that the trouble, first, was in the way the trees were grown in the nursery. The secret of our success, in fact, is the special process of evergreen growing which we employ in our nursery. There is no other evergreen nursery in the country



G. G. Gilbertson, the Founder of the Gilbertson Nursery Company, who commenced growing evergreens over 30 years ago.



IT'S ALL IN THE ROOTS



# - THEY GROW OR THEY COST YOU NOTHING

possible our remarkable guarantee that our trees will grow or they will cost you nothing.

## We Soon Found Out What the Farmers Wanted

Our Mr. Gilbertson soon discovered that what the farmers of the Northwest wanted was some permanent trees that would give them a windbreak in a short time. He also discovered that the kind of windbreak they wanted, was one that would give them protection for their home and live stock. No deciduous trees on earth will do this in the season of the year when protection is wanted most. Their leaves are gone and they are little more than posts stuck up in the ground.

It's just the opposite with evergreens. The best foliage of the year comes when you need protection most—in the winter months. Then, we also learned in the second place that the trouble was in the way evergreens were being shipped from the nursery to the growers. Our new and original method of shipping our trees from the nursery to the windbreak row is described further on in this catalog. Read all about it.

Our Master Alton Gilbertson, who some day will "fill his papa's boots" in the Nursery Business.



## Years Spent In Experimental Work

We have tried practically every variety of evergreens grown to determine whether or not they would be suitable for windbreak purposes in the Northwest. In this way we have been able to weed out many undesirable varieties. We have, in fact, spent years in this experimental work, until we know exactly what our trees will do in any section of the Northwest.

We know that the farmers of the Northwest, for the most part, have come to the conclusion that evergreens can not be transplanted from the nursery to the windbreak row successfully. We don't blame them in the least, for coming to believe this, for we know that probably only one man out of ten in the past has been successful in growing a windbreak of evergreen trees.

For just this reason we worked slowly. We confined our selling of evergreens for years to this immediate section where we could personally supervise, if necessary, the growing of our trees in the windbreak row. Then we gradually branched out, trying our trees in different sections, always with the same splendid success we had with our trees nearer home until we knew positively that our trees would grow anywhere in the Northwest.

Then and not until then did we come out with our new plan of selling direct from the nursery to the grower on the positive guarantee that our trees would grow or they would cost you nothing.

This is our third year of selling our evergreens on this plan. It has been a greater success than we ever dreamed it would be. Last year was by far the biggest year for us in the nursery business. We have thousands of customers in almost every section in the Northwest now who can point with pride to their evergreen grove of Gilbertson's Guaranteed Evergreens.

## Read More About Our Methods In This Catalog

We would like to tell you more about our experience in the growing of evergreens at our nursery but we only have space enough here to outline something of our experiences through these thirty years of growing and developing evergreens for windbreak purposes.

This catalog will tell you a great deal about our method of growing, the kind of trees we recommend for windbreak purposes, our plan of selling and what the men who have bought of us think of the trees we have sold them. We hope you will find time to read every word of it.

GILBERTSON NURSERY COMPANY  
MASON CITY, IOWA





# GILBERTSON'S GUARANTEED EVERGREENS -

## Our New Plan of Selling Evergreens

**We Sell Our Hardy Evergreens Direct From Our Nursery to Your Windbreak Row on the Guarantee They Will Grow or They Will Cost You Nothing**

We have adopted a new plan of selling our hardy evergreens. Our plan is different in many ways from any other plan heretofore tried by any other nursery company. Our plan is to sell our hardy evergreens direct from our nursery to the planter on the most liberal terms possible; on a positive guarantee that if our evergreens do not grow they will not cost you one cent of money. You pay for only live trees—trees that actually make good with you.

We further guarantee that if our evergreens are planted according to our instructions, which are very simple, within a reasonable time after they leave our nursery, that we will give our customers the privilege of deducting from third or last payment for whatever percentage of trees fail to grow during the first season, which by the way, with our hardy evergreens, is the only critical part of their existence.

### Our Reasons for Adopting this Plan

We believe the merit of our way of doing business must appeal to our prospective customers right at the start. But to set this plan more clearly before you, and to absolutely convince you that you will do well to buy of us on our very liberal money-saving plan, we want to briefly give you our reasons for concluding to adopt this original plan of selling our evergreens.

Right at the start, you will see that it is easy for us to save you money, **quality of trees considered**. We can save you money and still sell you our superior evergreens on our liberal plan as you can readily see there is just one profit between your pocketbook and our trees, and that is only a fair and legitimate one for the nurseryman. Remember we are not jobbers, like four-fifths of the concerns selling evergreens. We raise every evergreen we sell in our own nurseries, and stand ready at any time to prove to you that we never have and never will sell anything but our own trees—Gilbertson's Guaranteed Evergreens, grown right in our own nurseries.

It is our honest conviction that when you consider the great superiority of Gilbertson's Guaranteed Evergreens and the record that they have made in the past,

and the absolute guarantee plan under which we are selling our trees it will leave no room for argument as to whose evergreens are the cheapest and best for you to buy for your windbreak.

### Our New Plan Saves You Annoyances and Disappointments from Unscrupulous Nursery Agents

The fact that we can save our customers money on this new plan of selling our hardy evergreens has lead us to believe that this is the best and most liberal plan of selling evergreens on earth. We have wanted for a long time to devise some plan to save our customers the annoyance and disappointment from unreliable and unscrupulous agents. For some unknown reason a very inferior class of men have become identified in the selling of nursery stock, and it is a hard proposition for even an honest nurseryman to control the misrepresentations which a large percentage of these agents make in order to obtain orders. They have done much injury in their misrepresentations to a large number of innocent nurserymen, and have created a bad reputation for themselves, so that we feel sure that our plan which eliminates them will for this reason, if for no other, be gladly welcomed by a large number of our customers who are in the market for an evergreen windbreak.

We commend our plan to you for your acceptance. We believe it is the right and only logical way to sell our evergreens. It is the only entirely satisfactory way. It is Gilbertson's way of selling Gilbertson's Guaranteed Evergreens.

### Let Us Deal Direct With You

We want to deal with you direct. We want to give you every benefit possible in the buying of our evergreens and on terms to suit you. We have told you right at the start how we will sell you our evergreens, now we want you to read all about the trees we sell—our way of growing them and what our customers have to say who have planted them on their farms.

Read every word in this book as it is our **ONLY SALESMAN** and will tell you all about Gilbertson's Guaranteed Evergreens.



IT'S ALL IN THE ROOTS



# - THEY GROW OR THEY COST YOU NOTHING

## Read What One Farm Paper Publisher Says About Us

Here is an article taken from Kimball's Dairy Farmer of March 1st, 1909—written by the publisher who called on us at our Nursery and carefully investigated our Evergreens, our methods of growing and some of the Groves of Gilbertson Evergreens in this vicinity.

Since the Gilbertson Nursery Company's advertising has been appearing in this paper we have received letters from several of our readers asking if this company could and would do all their advertising claimed.

One man came to our office and said: "Will you stand back of the claims made in your paper by the Gilbertson Nursery Co.? I have tried twice to raise an evergreen grove, but both efforts were failures. I want an evergreen windbreak and am willing to pay good money, but I want to be sure that my time and labor will not be in vain and that my money will not be thrown away."

We said to this man that we were very careful to take advertising from only reliable firms and that we believed the Gilbertsons were trustworthy. We told him we knew several farmers who owned good groves purchased from them and had never heard of a failure.

### Our Strong Claims Scared Him

"But," he replied, "these people make mighty strong claims in your paper. What I want to know is this: will you stand behind these claims and make good if they do not?" We assured him that we would, but his visit set us to thinking.

A representative of the Dairy Farmer was sent to thoroughly investigate the Gilbertson Nursery Company, their standing, methods of doing business and their success in making good all advertising claims.

The results of this trip are given for the benefit of those who have inquired, and for others who may be interested.

We first went to the banks of St. Ansgar where information was cheerfully given that the Gilbertson Nursery Company was one of the strong business institutions of the town; that they were absolutely reliable and would do all they promised. It was learned that for 30 years they had been studying, experimenting and making a specialty of evergreens, and that the country 'round about had many handsome groves from their nursery.

### Took a Long Auto Trip Into the Country

An automobile was secured and a fifty-mile trip was taken. This trip was an eye-opener. We saw farm after farm with fine evergreen

windbreaks, and not a single dead tree on the whole trip. Gilbertsons had sold all of these groves on a positive guarantee that the trees would grow. Every man was delighted with his investment and enthusiastic in his good words for Gilbertsons. Several of these men had before experienced failures in trying to grow an evergreen grove.

We saw the grove shown in this picture (refer to view of Mr. Hamm's grove shown on page 18) and heard the owner say he would not take \$1,000 for it. We saw others equally as good.

### Says There's No Question as to Our Reliability and Ability to Fulfill All Our Claims

We then went back and called at the Gilbertson office, where we saw letters from Minnesota, North and South Dakota, all telling the same story of success with the evergreens bought from them.

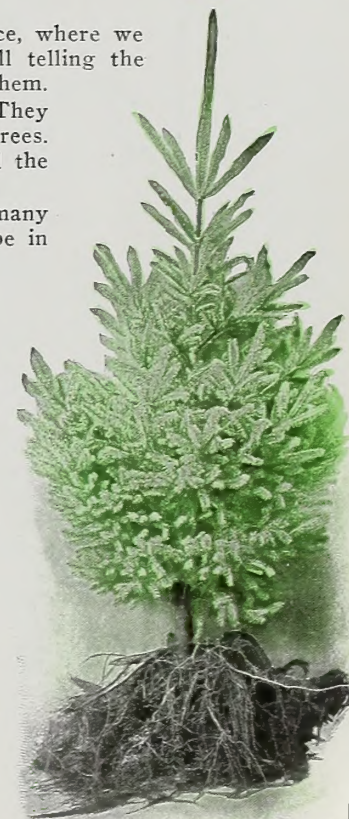
Until last season, they have sold trees through agents. They are now selling entirely by mail and are guaranteeing all trees. There is absolutely no question about their reliability and the fact that they can and will perform all advertising claims.

Their catalog contains much valuable information and many illustrations taken from actual photographs. It should be in the hands of every land owner in the Northwest.

### Can Show Hundreds of Groves Close at Hand

They can show hundreds of groves of transplanted trees that have thrived through all sorts of seasons and in every kind of soil. Every tree must be transplanted and rootpruned three times before they will sell it or permit it to go out. In this manner they develop trees with large fibrous root systems that are hardy and sure to grow.

There is no investment in the way of permanent improvement that will add more to the value of a farm than a fine evergreen windbreak. There is no reason why every farmer in the Northwest should not own one. At slight expense, \$1,000 to \$3,000 can be added to the value of each farm.





# GILBERTSON'S GUARANTEED EVERGREENS -

## Scientific Growing of Evergreens for Windbreaks

This is an article written by Mr. A. O. Gilbertson and published in more than a dozen leading Farm Papers of the Northwest. It will tell you some facts about proper growing of Evergreens that are worth knowing. Read It! Think It Over!

### An Editor's Valued Opinion

We are just printing here a clipping taken from one of the leading farm papers of the North west, The Iowa Homestead, published at Des Moines, Ia. The editor of this paper is a man experienced in the farming business, so we value his opinion highly. You can see from what he writes that he

appreciates what the past failures of many farmers who have tried to grow an evergreen windbreak are like. This editorial appeared calling attention to Mr. Gilbertson's article January 28, 1909. Read it first. Then just take time to read Mr. Gilbertson's article and we believe you will be better posted on the matter of growing Evergreen Windbreaks than a great many nursery concerns are who are selling inferior evergreen trees.



### IMPORTANCE OF THE EVERGREEN WINDBREAK.

Elsewhere in this issue will be found a contribution by Mr. A. O. Gilbertson entitled "Evergreens for Windbreaks." The Homestead asked Mr. Gilbertson to prepare a comprehensive article on this subject, one that would in a measure answer a large number of inquiries that we have received in the past, and, in addition, give instruction to those who are at all interested in the evergreen hedge.

It was a revelation to us to learn that an evergreen, in order to give satisfactory results when put in the windbreak row, must be moved and root-pruned three or four different times, and yet from Mr. Gilbertson's description it is not difficult to understand the wisdom of having the trees moved in this way. We know something of the grief that results from trying to get a windbreak from young trees that have developed only the tap root and we can easily understand why trees can be guaranteed when a large cluster of fibrous roots have been developed before they are sent from the nursery.

We are of the opinion that no more important article relating to tree growing has appeared in our paper in recent years than the one referred to prepared by Mr. Gilbertson, and for that reason we have no hesitation in asking our readers to take the time to peruse it carefully.

It is hard to estimate the value of a good evergreen grove in actual dollars and cents in the way of protection for the home and live stock. What the writer means by a good evergreen grove is a grove set out with due respect to the proper distance from the buildings and feed lots, as well as the trees being set the proper distance apart in the rows. Of course there are a number of other things to be taken into consideration when it comes to the starting of a good evergreen grove. First and foremost is the quality and size of the trees you plant, as any good judgment or extra care that you may exercise in the handling of your evergreens in getting them either from the nursery or your nearest railroad station into the windbreak row will be of little or no value, unless you have an evergreen that has been scientifically grown in the nursery. What we mean by scientifically grown is an evergreen that has been transplanted and rootpruned a sufficient number of times before it leaves the nursery to have a thoroughly developed root system.

### Root Pruning Essential

The reason that evergreens require an entirely different treatment in their propagation at the nursery from almost any other tree, such as fruit and other deciduous trees, is from the fact that evergreens will not produce any fibrous roots at all unless they are put through a systematic transplanting and root-pruning at the nursery where they are propagated. In order to produce an evergreen that is absolutely safe to transplant from the nursery into the windbreak row, that is, an evergreen that a nursery can absolutely guarantee to make good when set into the windbreak row, an evergreen that has been three times transplanted and three times rootpruned before it leaves the nursery. This will perhaps explain the fact why there are so few nurseries that are making a specialty of growing evergreens on a scientific basis for windbreak purposes. In fact, the writer knows of very few nurseries that can be rightly called evergreen specialists—that have made a thorough and systematic study of the growing of evergreens on a large scale for windbreak purposes along scientific lines—that have sufficient confidence in their evergreens to sell them on a strictly guarantee plan.



IT'S ALL IN THE ROOTS



# — THEY GROW OR THEY COST YOU NOTHING —



This picture shows Mrs. Gilbertson and two trees just as they came out of our Nursery ready for shipping direct to your windbreak row. Notice heavy foliage and height of trees and large fibrous root system.

## Few Nurseries Grow Evergreens Scientifically

If you look over almost any nursery catalog you will find that they are invariably making a specialty of fruit trees, never even making any pretension of growing evergreens on a scientific basis. For instance, a nurseryman can grow fruit trees, such as apple, plum and cherry, that will at the end of three years retail at anywhere from \$25 to \$40 per hundred and this without going to the expense of either transplanting or rootpruning. While on the other

hand, in propagating evergreens, in the first place it requires an expensive arbor to protect the evergreen seedlings from the hot rays of the sun the first two years of their existence. At the end of the second year, when an evergreen seedling will measure two to four inches, these small seedlings should then be lifted, rootpruned and transplanted into beds where they remain another two years, when they should again be rootpruned and transplanted into the nursery row, where they remain for another two years, when they are again lifted, rootpruned and transplanted for the third time, and set into the nursery row, giving them ample room between each tree in the row, so that they may develop into strong, stalky, bushy trees. A treatment of this kind in the way of transplanting and rootpruning does not only develop an enormous root system in the way of a large amount of fine fibrous roots, almost a bushel basket to each tree, but it also produces a strong, vigorous tree, which, after it has remained for one or two years after the last time it

was transplanted in the nursery, will then be ready to be transplanted into the windbreak row.

## Takes Years of Culture

You will therefore see that it requires seven or eight years to produce an evergreen under this scientific method. An evergreen at the end of this period will measure from 3, 3½ to 4 feet above ground, depending somewhat on the different varieties, and while it has taken seven or eight years to produce this evergreen under this scientific method at a large expense of transplanting and rootpruning, evergreens at this size usually do not retail for more than fruit trees that it requires only three years without transplanting or rootpruning to produce. Anyone can therefore readily understand why the average nurseryman throughout the Northwest is not making any special effort in growing evergreens. The question that will naturally arise in the minds of the readers of this article is why this transplanting and rootpruning is so essential with the propagating of evergreens. Evergreens that are not transplanted and rootpruned sufficiently in the nursery will not produce enough fibrous roots, if any at all, simply forming one or two large tap roots, and by the time an evergreen is large enough to be transplanted from the nursery

into the windbreak row these tap roots have become large prongs. These tap roots will naturally have to be cut off a reasonable length, say 12 or 14 inches, when the tree is transplanted from the nursery into the windbreak row, and in cutting these large roots on evergreens that have never been transplanted or rootpruned at the nursery, a large sore is created, which as a rule, bleeds freely. This bleeding alone weakens the tree to such an extent that it usually is in very



T—The Norway Spruce as grown in our grounds. It seems to be perfectly at home in our Iowa soil.





# GILBERTSON'S GUARANTEED EVERGREENS -

poor condition to withstand the trying condition it is necessarily put under during transit from the nursery into the windbreak row.

## Fine, Fibrous Roots Needed

On the other hand, evergreens that have been scientifically grown at the nursery, that is, transplanted and rootpruned a sufficient number of times, have no large tap roots or prongs at all, as their roots have been kept in check from year to year, during their process of transplanting and rootpruning, so that by the end of the seven or eight years, they have developed an extraordinary large amount of fine fibrous roots, almost a bushel basket to each tree, thereby making what an evergreen specialist would call a well-balanced tree. The reader can see at a glance that on the roots of these trees, there are no sores created at all during the process of transplanting from the nursery into the windbreak row, as the roots on these trees have been encouraged to form in a large mat of fine fibrous roots, within a reasonable distance from the trunk of the tree, so that when these trees are

finally lifted and ready for shipment to be transplanted into the windbreak row, practically every root is left intact and is ready to take hold of the soil and nourish the tree the minute it is set into the ground. Not so with the ordinary evergreens that have not been grown under a systematic transplanting and rootpruning at the nursery, as these trees have very few fibrous roots if any at all. If the reader of this article has at any time tried to start an evergreen windbreak and met with disappointments, perhaps he can trace his disappointment to the quality of evergreens he planted, and not to his method of planting.

## Rootpruning and Transplanting Is Expensive

### —But It Weeds Out All Weaklings

The writer does not mean to say but what there are several nurseries that transplant and rootprune their evergreens on paper. This is where the vast difference comes in—the temptation being too great for the average nurserymen to grow their evergreens under the same general treatment as they grow their fruit trees, namely, that of trying to save the extra expense of transplanting and rootpruning at the nursery, as well as trying to save a certain percentage of trees that naturally are lost at each transplanting as this process of transplanting and rootpruning naturally weeds out all weaklings; only the strong and healthy trees survive. Consequently the only transplanting and rootpruning that the largest percentage of evergreens grown by the average nurseries get is on paper in the nurseryman's catalog.



Four loads of Gilbertson's Guaranteed Evergreens leaving the nursery early Monday morning

## Why Groves Fail

Now, then, do you wonder why there are so many disappointments among the farmers in the Northwest in trying to start an evergreen grove? You have perhaps found from actual experience before this that the average nurseryman, although he claims to be selling transplanted and rootpruned evergreens, will not sell them on a guarantee plan, same as they offer their fruit trees. If the farmer when he buys his evergreens would insist on buying them on an absolute guarantee plan and this guarantee backed up by his own money in his own pocket, with an iron clad guarantee that if said evergreens do not prove to be exactly as represented in every way, both as to quality and quantity of fibrous roots, as well as size of trees, and further, if they do not make good in his windbreak row that they will absolutely cost him nothing.





# - THEY GROW OR THEY COST YOU NOTHING

## Don't Expose Roots

Of course, there are a few simple rules that should be observed in the handling of your evergreens from the time they arrive at your railroad station until they are planted into your windbreak row. By all means do not unpack your evergreens at the railroad station, and do not open the box until you are ready to set them out. This is a very important matter, as the roots of evergreens must not for a single instant be allowed to become exposed to sun or wind. This is a very important matter with evergreens, more so than any other tree, for the reason that the roots of evergreens contain pitch while the roots of other trees contain sap, and while it is not advisable to expose the roots of any trees to sun or wind, there is a possible chance of reviving a fruit tree, even if the roots have become quite dry by thoroughly soaking the roots and placing the tree in a cool place, such as the cellar, for a few days previous to planting. Not so with evergreens; if the pitch contained in their roots is allowed to become dry, it is an impossibility to revive these trees by soaking the roots, as the pitch in the roots of evergreens, on becoming dry or warm, immediately sets or hardens, and any work in an effort to revive them would be useless. This is another reason that it is very important that the Northwestern Farmers should buy their evergreens of evergreen specialists that have made a life study of, not only the growing of evergreens on a scientific basis at the nursery, but on the question of getting the evergreens from the nursery to the purchaser in the very best of condition, and who can absolutely guarantee the safe arrival of their evergreens.

## Suggestions for Cultivating Trees After Planting in Windbreak Rows

It is also advisable to set your evergreens at least 4 to 6 inches deeper when planted in the windbreak row than they grew in the nursery. Cultivate your evergreens immediately after they are set and continue this cultivation during their growing season, which is usually during the months of May, June and July, in order to obtain the most satisfactory

results. You should cultivate your trees for at least three years after they are planted and in extreme localities, such as the Dakotas, and Northern Minnesota, you will find it a good plan to mulch your trees in the row, in the early fall, leaving this mulch between the trees the next season and cultivate thoroughly between each row. It is also advisable to set at least three rows, but four or five rows would be better. By all means fence your grove immediately after you have set your trees, as evergreens and live stock of any kind in the same yard make a very bad combination.



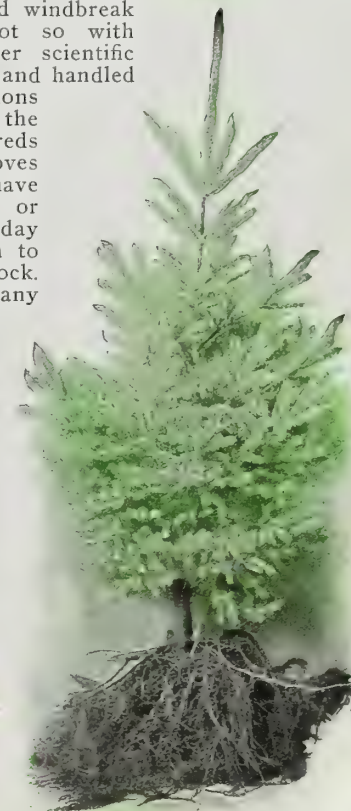
Here is the way we grow White Spruce at our Nursery. Just look at these strong, sturdy trees. Notice the heavy foliage and clean rows between trees. There's a half million of the best trees grown in this block of White Spruce.

fact that I have already mentioned, that evergreens offered by the average nurseryman are nothing more or less than bed seedlings, having never been transplanted or root-pruned at the nursery.

The writer would advise the Northwestern Farmer to make a study of this very important question, namely, that of evergreen windbreaks for Northwestern Farmers, and be sure that you get evergreens that have been scientifically grown at the nursery.

## Does Not Take a Life Time to Grow a Good Windbreak If You Plant the Right Kind of Trees

So many people labor under the impression that it takes almost a lifetime to grow a good windbreak from evergreens. Not so with evergreens grown under scientific methods at the nursery and handled according to the directions which I have given, as the writer knows of hundreds of large evergreen groves in his vicinity that have only been planted five or six years, that are today giving ample protection to both home and live stock. The reason that so many farmers in the Northwest have been discouraged in trying to start an evergreen grove is from the





# GILBERTSON'S GUARANTEED EVERGREENS -

## It's All In The Roots

Compare the large, heavy, fibrous root system of our trees with the large tap roots or prongs found on trees grown in other nurseries. There's the difference. Its all in the roots.

The life and vitality and future growth of your Evergreen Grove depends entirely upon the root system of the Evergreen trees you plant.

This little phrase, "It's all in the roots," tells the whole story. It is our special secret process of planting, growing and developing from the small seedlings into large, transplanted and root-pruned trees that makes Gilbertson's Evergreens different from all other evergreens grown.

Our customers continually write us that they could tell at a glance when they received our trees that they would grow in their windbreak row, because they had never seen such large, heavy, bushy, fibrous roots before. There's the whole secret. That's why Gilbertson's Guaranteed Evergreens grow where all other evergreens fail.

Don't think for a minute that we could afford to sell you evergreens under the positive guarantee we do unless we knew our evergreens would make good for you in your windbreak. After years of careful experimenting in the development and growing of our trees, we are able to guarantee them absolutely in certain sections and localities. We do not try to ship trees too far from our nursery on account of delays in shipment. Our trees have made some remarkable tests in being shipped from our nursery to the grower, being on the road as long as four weeks and still growing when planted, almost without the loss of a single tree. This is partly due to the great vitality our trees get through the splendid root system they have developed in our process

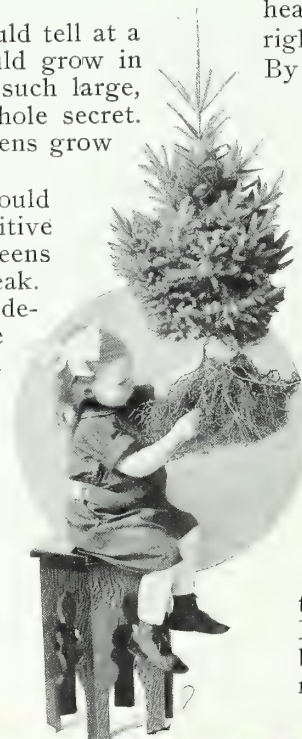
of growing and also to our superior methods of packing. The two go hand in hand in making it possible for us to guarantee our trees on the remarkably liberal plan we do.

Remember, that the life and vitality of evergreens and all other nursery stock comes through the roots. If the trees have large tap roots or prongs, these roots are bound to be injured in transplanting. When you dig up the trees with heavy tap roots and prongs, sores are created so that right at the start a lot of the vitality of the tree is gone. By our system of rootpruning and transplanting until ready for the final transplanting from the nursery to the windbreak row we develop a large amount of fine fibrous roots, almost a bushel basket to each tree. This is what the evergreen specialist would call a well balanced tree. There can be no sores created at all during the process of transplanting our trees from nursery to the windbreak row.

You can see from the many illustrations showing the roots of our trees in this catalog just what we mean by this little phrase, "It's all in the roots."

If you have made a failure in growing evergreens before this, it's because you bought trees that did not have the right sort of root system to start with.

Just give Gilbertson's Guaranteed Evergreens a trial and you will not be disappointed for Gilbertson's Evergreens will grow where all others fail. Remember they are guaranteed to grow or they will cost you nothing





# — THEY GROW OR THEY COST YOU NOTHING —

## Take a Glimpse Into Our Nursery Through This Catalog

I am going to show you in the next few pages right through my Nursery by means of this catalog—just to prove to you that Gilbertson's  
Guaranteed Evergreens are different from all others, and will grow where all others fail

I would like to take you all through our nursery personally and show you just how we grow our trees scientifically at the nursery so they are able to make such a remarkable record after they are transplanted into the windbreak row. But as this is impossible I am going to try to show you just as well as it is possible to show anything on paper something of the way in which we grow our evergreens at our nursery, NOT ON PAPER, by different views of our trees in different processes of development. I want you to know something of our superior methods

of planting, rootpruning, growing and developing of our trees from the tiny seedlings grown in beds, up through the different stages of development of the first, second, and third time of transplanting, as well as the first, second and third time of rootpruning. I want to show you exactly the development and the effect of this transplanting and rootpruning on our trees from time to time, so you can see how the trees look when we consider them ready to be set into the windbreak row. I am going to show you why Gilbertson's Guaranteed Evergreens are superior in every way to all others. I am going to show you why we can absolutely guarantee our trees.

You know we could not positively guarantee them the way we do unless we had trees of superior merit to back us up—unless we knew exactly what we were talking about and that our method has made good for a large number of years.

### In the Seedling Stage

The illustration "A" shows our evergreen arbor, where we annually grow our evergreen seedlings by the millions. You perhaps already know evergreens of any kind grown from seed must be protected from the hot rays of the sun the first two years of their existence. We try as far as possible to make ideal conditions for our evergreens from the very start, having an ample supply of water so that we can at all times keep our young seedlings from ever becoming stunted from the lack of moisture.



A—In the foreground of this view is shown a load of our Globe Onions. Our entire crop is put up in crates and stored in our large sheds to be cured. We grew 30 acres of these onions, or a trifle over 12,000 bushels, this season. In the back ground of this view is shown our Evergreen Arbor where we annually grow millions of small evergreen seedlings, as it is a well known fact evergreen seedlings must be partly protected from the hot rays of the sun the first two years of their existence.





# GILBERTSON'S GUARANTEED EVERGREENS -

## Second Year Period

At the age of two years these tiny seedlings, which at this time measure about **two to three inches**, are lifted and given their first rootpruning, when they are afterwards transplanted into beds as shown in photograph "B." You will also note here we have taken precaution in the way of irrigation, never allowing our trees to become, at any time, stunted for the lack of proper moisture, as too many inexperienced planters have met with complete failure from this very reason. Evergreen seedlings during their first time of transplanting are very tender and must have ideal conditions to produce a strong, hardy tree.

## Second Transplanting and Root-Pruning

After growing under these conditions for another two years they are again lifted, rootpruned and transplanted into the nursery row for the first time as shown in cut "C." When our trees have reached this stage they have already become somewhat hardy as you will note that we do not consider it necessary at any time to provide any irrigation for our evergreens during the second time of transplanting.

## Third Transplanting and Root-Pruning

Here our trees remain through the next year, when they are rootpruned and the following year again lifted and transplanted as shown in cut "D." At this last time of transplanting they are given plenty of room between each tree in the rows, so that they may develop into large, strong, bushy trees.

Again in cut "E" we show you our evergreens just as they come out of the ground at our nursery ready to be shipped direct to the planter for windbreak purposes. Just notice the large number of fine fibrous roots, almost a bushel basket full to each tree! Please bear in mind that this is the very secret of the success of **Gilbertson's Guaranteed Evergreens making good everywhere.** You don't see evergreens grown in other nurseries like these—they certainly tell the story of Gilbertson's guaranteed evergreens.



B—In the foreground of this view is shown a block of our once transplanted and once root-pruned evergreens. In the background is shown our water works, as we find it almost impossible to transplant evergreen seedlings the first time successfully without irrigation. We do not mean to say that evergreen seedlings cannot be transplanted the first time without irrigation, but we do claim that our evergreen seedlings, transplanted the first time under these ideal conditions, produce a much healthier and stronger tree, as they are not allowed to become stunted in any way. Please bear in mind that it is only the first time they are transplanted that irrigation is at all necessary for our trees.



# — THEY GROW OR THEY COST YOU NOTHING

## Remember, It's All In The Roots

That's where the trees get their life—the vitality that enables them to withstand, without becoming stunted, the shock which they receive from the time they leave our nursery until they are planted into the windbreak row by our customers. The process that produces trees like these is our own special process mentioned before in this catalog. Understand there are a number of other nurseries that do this very thing **on paper**. We actually **do it in our nurseries**. Now, you can see what we mean when we say that **Gilbertson's trees are different**. For instance, an evergreen that is only transplanted once at the nursery—and in a good many cases some nurserymen do not even transplant them at all; under these conditions evergreens will not form a single fibrous root. They simply throw out two or three roots which by the time the evergreen becomes large enough to be transplanted into the windbreak row have become great large prongs. Of course, necessarily, these prongs will have to be cut off a reasonable distance from the trunk of the tree, usually about 12 inches. Thus cutting off the large roots of these trees that have



C—View in our nursery showing a block of our hardy evergreens twice transplanted and twice rootpruned.

never been rootpruned a large sore is created which, as a rule, bleeds freely. This alone, in a good many cases, is sufficient to absolutely kill the tree to say nothing of the trying conditions they are put under during transit from nursery to planter.

## No Large Roots—Just a Heavy, Fibrous Root System

On the other hand our evergreens have no large roots at all, having been kept in check from year to year, consequently there are no large roots on our trees at any time, simply a large amount of fibrous roots, that are at all times ready to take right hold of the soil and nourish the tree the minute it is put into the ground. In the case of evergreens that other nurserymen offer you, with the large prongs for roots, they have no fine fibrous roots to nourish the tree, while it is healing over the sore created by cutting these large roots. Now, Mr. Buyer, we hope you are commencing to see something of the importance of our process of growing evergreens at our nurseries and the vast difference Gilbertson's Guaranteed Evergreens bear to the ordinary evergreens offered for sale by the average nurseryman and jobber.

## They Stand Some Remarkable Tests In Transplanting

We have cases on record where shipments of our evergreens have become lost by the railroad company during transit and it has sometimes been three weeks or more from the time the trees left our nurseries until they were planted into the windbreak row by our customers, and still they have made almost a perfect score. Of course we do not advocate any such extreme conditions as this, and can usually guarantee our trees to reach





# GILBERTSON'S GUARANTEED EVERGREENS -

our customers within three or four days or a week, at least, after they leave our nurseries, as our efforts are always directed at all times towards securing prompt delivery of our evergreens and by our superior packing and shipping methods to preserve their vitality for as long a time as possible.

## **Remember, We Always Guarantee Our Trees to Reach Our Customers in the Very Best of Condition**

To give you sort of an idea what you can actually expect of our evergreens after they are set out in the windbreak row we are showing in illustration "G" the way they look after they have been planted a few years. The photograph was taken from a White Pine 18 feet high that has been planted only six years in the windbreak row. This tree was three and one-half feet at the time of planting. Please look up our description of the White Pine and you will find that this is one of the varieties that we are recommending for windbreak purposes.

## **Our Trees Make a Remarkable Growth in a Short Time**

The illustration "H" is taken from a single specimen growing on our grounds seven years after planting, said tree being about three and one-half feet when planted in its permanent place. We consider the Norway Pine one of the very best evergreens for windbreak purposes. As we have said elsewhere in this catalog it develops a very fine root system and succeeds in almost any soil. Anyone contemplating the setting out of an evergreen grove that is in any way in doubt as to whether or not evergreens will succeed on his soil, especially if his soil is of a high, dry nature, will make no mistake in send-

ing us his order for a quantity of Norway Pine. It absolutely has no superior as a hardy drought resisting tree.

Remember, these are the two varieties we recommend most highly for windbreak purposes, so you can get an idea from these two actual photographs what you may expect our trees to do under favorable conditions, such conditions as actually exist on the average farm today.

Remember, we ship only trees that make good.

## **What Our Special System of Transplanting and Root-Pruning Really Means to the Planter**

This is a point we want to emphasize very strongly, as it will help to make the distinction between Gilbertson's Guaranteed Trees, as compared with other evergreens offered by the ordinary nurseryman. It is such an important matter that we want you to read it with great care.

We realize that if we are going to secure orders from the farmer who has tried and tried again the planting of an evergreen grove, with every trial almost a complete failure, we must put up some very strong and convincing arguments to even get you to try just once more.



D—Another view in our Nursery showing a block of our Hardy Evergreens three times transplanted and three times rootpruned.



# — THEY GROW OR THEY COST YOU NOTHING —

## Don't Let Your Previous Failures Deter You From Trying Our Guaranteed Evergreens

Remember, as we have said heretofore, we do not care how many times you have made a failure of starting an evergreen grove, we are prepared to show you that Gilbertson's Guaranteed Evergreens will grow where all others fail. Right here we would kindly ask you to again look over the illustrations contained in this book from the large and excellent evergreen groves that we have sold the farmers of this locality, and read their unlimited endorsements.

We can not altogether blame you for feeling as some farmers do about the growing of evergreens for windbreak purposes. We can not blame you for almost having come to the conclusion that it is absolutely impossible to grow evergreens successfully, as this is the very experience that the farmers of this locality had with evergreens they bought of other nurseries **before we got into the game.** But remember that we stand ready to prove to you that this is not true with Gilbertson's Guaranteed Evergreens.



The above illustration shows the way we protect our evergreens during winter the second time they are transplanted, that is the first and second year they are grown in the nursery row. Most nurserymen do not take the precaution to give their evergreens this protection at this time, but we have found from our many years' experience that by giving them this protection during winter they come through in a much healthier condition, making a much stronger tree. We always aim never to allow our evergreens to at any time become what we call stunted the first few years of their existence at our nursery. Understand we do not consider it necessary to give our evergreens any protection, whatever, after the third time of transplanting and the third rootpruning, as at this time we consider them absolutely hardy to stand almost any climate.

[15]

## Read What Our Customers Say About Our Trees and Our Method of Doing Business

Please read what our customers say about us and our trees further on in this catalog. We have a remarkable record to show you there. A large percentage of these customers felt exactly as you do today about the evergreen windbreak proposition, and it was only the fact that they saw Gilbertson's Guaranteed Evergreens growing wherever planted that induced them to try at least once more—the very thing that we are trying to persuade you to do. Remember, we are simply telling you a plain straightforward story of our past record and experience in the evergreen windbreak business.

## Gilbertson's Guaranteed Evergreens Grow or They Cost You Nothing

It does not take a lifetime to grow one of our evergreen windbreaks. So many people labor under this impression and are prevented from buying an evergreen grove today from the fact that they imagine that it takes a lifetime to really derive any benefit from an evergreen grove. Right here we would like to call your attention to the many testimonials which appear in this book. These testimonials should mean more than ordinary talk to you, as a large share of them are backed up by actual photographs taken of our customers' groves and if you will read these testimonials carefully you can figure out exactly the length of time that these groves have been planted.

What these customers of ours have done, you can do.

You will see from these testimonials that in some instances our evergreens have made a growth of from two and one-half to three and sometimes four feet in one single season after the first year, and in many instances we can show you where they have made a growth of from 12 to 18 inches the first summer after being transplanted into the windbreak row. Can you find an evergreen outside



IT'S ALL IN THE ROOTS



# GILBERTSON'S GUARANTEED EVERGREENS -

of Gilbertson's Guaranteed Trees that will come anywhere near equalling this record?

By all means read what our customers say on just this point. Then read carefully all about our superior method of growing our trees—the care we use in planting, transplanting, rootpruning, packing and shipping—and you will readily understand why Gilbertson's Guaranteed Evergreens make good under all conditions.

## Gilbertson's Evergreens Are Never a Failure

That's a fact we stand ready to prove. Let us demonstrate this to you at our own expense. In our experience of over a quarter of a century we naturally have run across a great many farmers who tell us that they would give almost anything for a good evergreen grove and who say, "We have already spent a large sum of money in trying to start an evergreen windbreak, but have today nothing to show for our hard labor and money invested." If you should tell us this same experience we would not doubt your word for a minute for the simple reason this is the very experience that so many of the farmers in this locality have had with **other evergreens**. But listen! Did you buy these same evergreens that you are complaining about not making good on an absolute guarantee with your own money in your own pocket until the trees made good? You certainly did not, or your results would have been entirely different.

Now, to be frank with us, doesn't it seem to you as though our plan is entirely different from any plan you have ever been offered before? You may have heard of other nurseries guaranteeing their evergreens to grow, but we do not believe that you have had an opportunity heretofore of buying your evergreens on an absolute guarantee like ours, and this same guarantee being backed up by your money in your own pocket or in your own bank until you are absolutely satisfied that our evergreens are superior to all others.

## We Would Like to Take You Through Our Nursery

We would not ask for any greater pleasure than to take every man who writes us for a catalog through our nurseries just to show you how Gilbertson's Guaranteed Evergreens are cared for. How we raise these tiny seedlings from seed, protecting them from the hot rays of the sun the first two years of their existence. How we transplant, rootprune, cultivate and nurse these small trees till they become strong, healthy, vigorous trees that possess vitality enough to withstand the ordeal of transplanting into the windbreak row. If we could have this opportunity of showing you around in our nurseries it would not take us long to prove to you that our evergreens are different from all others. We would certainly sell every man who visited our nursery with the intention of buying a grove—sell him without any further effort on our part—we would sell him by leaving it entirely to him to judge of the merits of our trees the same as we are offering to do with you in this catalog.

The farmers who are in a position to call on us and look through our nursery not only have a chance to see the way we grow our evergreens at our nursery but they also have a chance to see the large number of excellent groves along every road that leads to our nurseries either at Mason City or St. Ansgar. There are hundreds of groves of our hardy evergreens in this vicinity that prove our motto "Gilbertson's Evergreens Grow."

We know it is not possible for every farmer to visit our



G—Shows a White Pine 18 feet high after being in windbreak row only six years.



# - THEY GROW OR THEY COST YOU NOTHING

nursery who is interested in owning an evergreen grove, but what is to hinder a part of our nursery from visiting you?

Send for a grove on our liberal guarantee offer.

## Gilbertson's Evergreens Grown in Our Own Nursery

When we have said this we have said enough to already make a big distinction between our evergreens and a large percentage of evergreens sold by some of our competitors. Do you know where the evergreens come from that are sold by a lot of nursery agents and dealers? No! Probably not! For some of them do not even know themselves where the evergreens they are offering are grown. It makes a lot of difference to you where the evergreens you buy come from; whether or not they are grown by the nursery that sells them; whether or not they are wild seedlings pulled from the timber, whether or not they are grown by an evergreen specialist that has devoted almost a lifetime to this one great subject, viz., that of producing an evergreen

that he can absolutely guarantee to grow. It makes a difference to you whether or not you are dealing directly with the nursery that is growing the trees, thereby cutting out the middleman's profit. Would you not rather have this middleman's profit spent in a legitimate way in the development of these same trees, thereby giving you an evergreen that you can absolutely rely upon making good in your windbreak row. It makes a lot of difference to you whether or not the evergreens that you are buying are grown in Missouri or in the extreme northern part of Iowa, only nine miles from the Minnesota State line, where the winters are as severe as almost any place in the Northwest. Trees to thrive in the Northwest where the great demand for evergreen windbreaks exists, must be grown and developed in the Northwest. That's where Gilbertson's trees have been grown and developed for the last 30 years. When you buy Gilbertson's Guaranteed Evergreens you know exactly what you are getting. They are all tagged with our nursery tag, which is a guarantee that they



H—Shows a Norway Pine only seven years after planting.

[17]

not only come from our nursery but that they are grown and developed right here in our nursery. If you will consult the weather bureau chart you will see that the average range of temperature that exists here is about the same as extends way up into Minnesota, Wisconsin and the Dakotas.

## Gilbertson's Evergreen Windbreaks are Superior to All Others

There is no question in the minds of our many customers as to the superiority of our evergreens over those grown by other nurserymen. Take it in the northern part of our state, and especially in the vicinity of St. Ansgar and Mason City, you can go for miles in almost any direction and you will find hundreds of large evergreen groves that have been sold by Gilbertson. While on the other hand, in this same territory, you will not find a single good evergreen grove that has been sold by any other nursery and this in the face of the fact that there are at least half a dozen large nurseries in our near vicinity, some of them having been in the nursery business long before the writer was born and all selling evergreens. Now, isn't this pretty conclusive evidence that Gilbertson's trees are superior.

There is scarcely a farmer in this vicinity who has not at some time or other experimented with evergreens from other nursery concerns, and as a rule have a tale of woe to relate but very seldom have any evergreens to show for their money. They will all tell you the only evergreens they have to show are the evergreens they bought of Gilbertson. You may not be in a position to know whose evergreens are the best by actual comparison, as the farmers of this vicinity have done, so that's why I am making you the greatest offer ever made on evergreens. That is why I am making this appeal to you on this very liberal plan, and put you in a position where you can absolutely safeguard yourself against any possible loss by giving us your order on our absolute guarantee plan. Is not this in itself conclusive evidence that our trees are different and many times superior to those of other nurseries?

## Our Trees Make Good or We Could Not Stay in Business

If our trees did not make good we certainly would not be in the nursery business today, as we would long ago have gone to the wall selling trees on a guaranteed plan. But our evergreens do grow and that is why we are here interesting you.

Now, Mr. Buyer, I don't know how I could make anything stronger to prove to you that my evergreens are superior to all other evergreens on the market. If I did, I would do it, because I have the fullest confidence in my trees. I know what they will do. I know from the great care that we take in propagating these trees exactly what I can expect of them under all conditions. I know absolutely that if our evergreens are given a chance at all they will live where all others have failed. They are hardier, better rooted, stronger in vitality and better in every way.



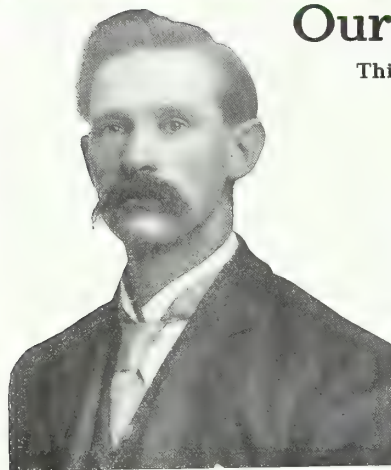
IT'S ALL IN THE ROOTS



# GILBERTSON'S GUARANTEED EVERGREENS -

## Our Nursery Superintendent and His Evergreen Grove

This Grove Shows What You Can Accomplish in the Way of an Evergreen Windbreak Grove in a Short Time  
When You Plant Gilbertson's Guaranteed Evergreens and Give them Reasonable  
Care and Attention the First Few Years



Mr. E. J. Hamm, our Nursery Foreman and Superintendent.

This illustration shows Mr. Hamm, our Nursery Foreman and Superintendent. He has been with us at Mason City for the past five years. We were looking around for a good foreman for our Mason City Nursery and the way in which Mr. Hamm had taken care of his evergreen grove attracted us to him right on the start. He has one of the finest evergreen windbreaks in the Northwest. Just such a windbreak as you can find on hundreds of farms in our vicinity, all grown from Gilbertson's Guaranteed Evergreens.

Mr. Hamm makes good in the nursery business the same as he did in his farming. He is today our most valued assistant and is well educated in our method of growing Gilbertson's Guaranteed Evergreens. He lives on our large nursery farm at Mason City and has complete oversight of our 200 acre nursery there.

His grove which we show on this same page speaks for itself.

Before Mr. Hamm came into our employ he operated one of the finest

farms in Mitchell County, Iowa. It goes without saying that he appreciated the advantage of an Evergreen Windbreak Grove. He bought trees of us about twelve years ago and planted them on his farm, taking care to see that they had the right attention the first year. There was nothing on his farm that he was more proud of than his windbreak of Gilbertson's Guaranteed Evergreens. We are just printing here a letter he wrote us before he became our Nursery Superintendent.

### Read Mr. Hamm's Letter

Osage, Iowa, Sept. 25, 1904.  
Gilbertson Nursery Company,  
St. Ansgar, Iowa.

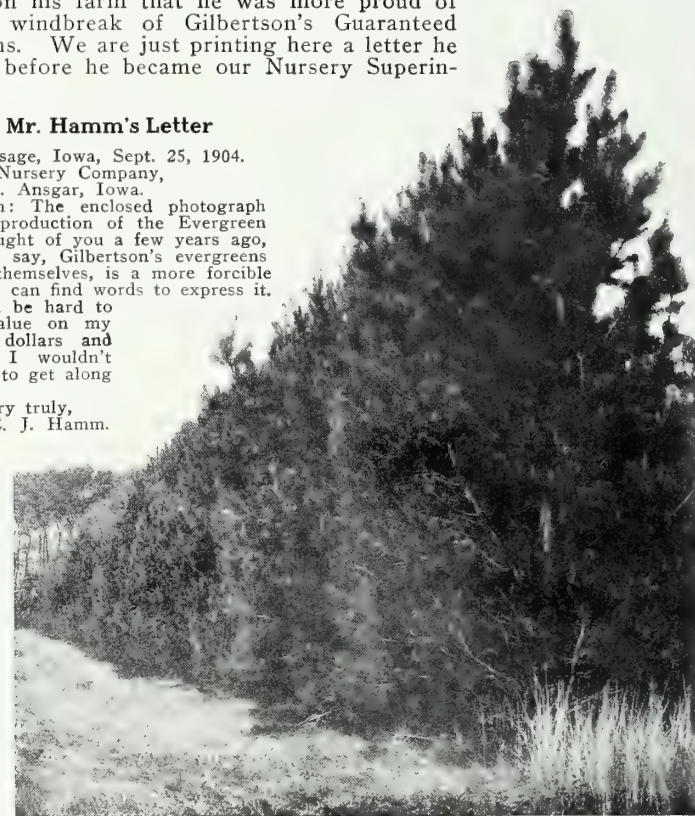
Gentlemen: The enclosed photograph shows a reproduction of the Evergreen grove I bought of you a few years ago, and as you say, Gilbertson's evergreens speak for themselves, is a more forcible way than I can find words to express it.

It would be hard to place a value on my grove in dollars and cents as I wouldn't know how to get along without it.

Yours very truly,  
E. J. Hamm.



Rolland and Burchard Hamm of Mason City, who by the way are very much in evidence at our nursery, their father, Mr. E. J. Hamm, being our foreman at our Mason City plant.





# — THEY GROW OR THEY COST YOU NOTHING —

## The Evergreens We Sell

We are showing on this and a few following pages several varieties of evergreens grown in our nurseries which our long experience in this line has proven to be the best adapted for windbreak purposes.

We feel safe in recommending these varieties of trees listed here and they are all sold under our very liberal guarantee that they will grow when planted in your windbreak row or they will cost you nothing.

The illustrations shown are taken from actual photographs showing different blocks of trees in our 200-acre nursery at Mason City, Iowa.

We are prepared to immediately supply the biggest kind of

a demand for evergreens for windbreak purposes as we are the largest growers of transplanted evergreens in the Northwest handling trees of this sort exclusively. Remember, our evergreens are the hardiest that can be produced and are grown and acclimated to the climatic conditions of the great Northwest.

Read carefully the next few pages for a full and accurate description of the merits and advantages of the different varieties of evergreens which we are growing in our nursery. You cannot make a mistake in buying an evergreen grove of us as we protect our customers absolutely—you pay only for the trees that actually grow.

### Scotch Pine

Another glimpse into our nursery on this page shows a block of our three times transplanted and three times rootpruned guaranteed Scotch Pine.

Without doubt the Scotch Pine is the most widely planted evergreen in the Northwest today, and because of its hardiness and rapidity of growth has proven of much value in giving quick protection which is so much needed in building up new homes. As a nursery tree it is very attractive and under our system of transplanting and



A block of Our three times transplanted and three times rootpruned Scotch Pine as We grow them at Our Mason City Nursery. Our Foreman, Mr. Hamm, in the foreground.





# GILBERTSON'S GUARANTEED EVERGREENS -

rootpruning develops a splendid root system. Although the Scotch Pine will not retain its lower limbs if planted too closely in the windbreak row as well as some of our other evergreens. We find, however, from many years of actual experience a large number of good qualities in this grand hardy tree. It is by far the easiest tree to transplant by an amateur, of all evergreens, as it seems to adapt itself to almost any soil. In fact, the soil question with the Scotch Pine is something never taken into consideration. It will grow almost anywhere. In fact, it is termed by one writer as the "Poor man's evergreen," owing to the fact that it has the ability to adapt itself to almost any circumstances. We have sold hundreds of windbreaks throughout our territory of this grand hardy tree, that were planted directly in the tough June grass sod and given no care whatever, and in spite of all these unfavorable conditions these trees are today making an extraordinary good showing where almost any other evergreen would not even have made a start.

If anyone is compelled to start an evergreen grove in an unfavorable soil or locality he will make no mistake in choosing the Scotch Pine. Where so many make a mistake in setting out a Scotch Pine windbreak is they set their trees too closely, that is, they set the rows too close together. If you will provide against this in the planting of this variety of tree you can hardly fail to develop a good evergreen windbreak.

## Norway Pine

A glimpse in our

nursery at Mason City, showing a block of over half a million of our three times transplanted and three times rootpruned Norway Pine. These trees run from three to four feet **above ground** and are a part of our stock which we absolutely guarantee will make good when set out for windbreak purposes. The Norway Pine is a native of northern New England and the Lake States and in its native region reaches a high state of development. So far, this grand tree has only been sparingly introduced into the Northwest as a cultivated tree. We have been growing it for a number of years in our nursery and are better impressed with its behavior every year and firmly believe from our experience that this tree is one of the very best evergreens for windbreak purposes in the Northwest. We have large specimens of this grand tree growing in our nursery planted a number of years ago, that have made a better showing under the same conditions



K—A block of Norway Pine in our Nursery.



# — THEY GROW OR THEY COST YOU NOTHING

than almost any evergreen we have growing on our grounds. We find from experience that the Norway Pine is a more rapid grower than the White Pine, having the ability to adapt itself to almost any condition and variety of soil. It is making one of the best showings in the way of producing a large amount of fine fibrous roots under our improved method of propagation at our nursery. The value of the Norway Pine for lumbering purposes in our opinion is not equal to the White Pine. The reason that this grand tree has not been introduced more extensively throughout Iowa is from the fact that it does not produce a good crop of seed except at rare intervals, often not more than one crop in a decade. This tree ranks with the White Pine in its deep, rich, dark green foliage and possesses the same flexible limbs, making it a very desirable tree for packing. It succeeds especially well on dry, sandy prairie soils. We cannot say too much for the Norway Pine.



L—A block of White Pine in our Nursery.

## The White Pine

We consider the White Pine one of the handsomest of American Pines. It is a native of Northern Minnesota, Wisconsin and Michigan. It is also found growing to a small extent in the Northeastern part of our own state, and yet it is not as well known or widely planted for windbreak purposes on our farms as it should be. It is considered hardy any place within our state, as well as Minnesota and Wisconsin, and is making an excellent record where planted. Its beauty and usefulness increase with age. It resembles the Norway Pine very much in its dark green silky foliage, and when set out for both windbreak and ornamental purposes is considered one of our best evergreens. The White Pine when small is very difficult to handle, especially the first time that they are transplanted, but under our improved system of three times transplanting and three times

rootpruning we produce a tree that in hardiness is second to none. In fact, we can not say too much for the White Pine as a windbreak tree. It is already a well known fact that the value of the White Pine for lumbering purposes puts it in a class by itself, the price of White Pine lumber being almost prohibitive.

## White Spruce

As we grow them at our nursery after they have undergone our process of transplanting and rootpruning we believe that the White





# GILBERTSON'S GUARANTEED EVERGREENS -

Spruce easily stands first of the Spruce family as a windbreak tree. Its compact growth, beautiful foliage and pleasing outline, combined with its hardiness and durability almost, in our opinion, makes the White Spruce stand in a class by itself. In fact, for a windbreak tree it has no superior. In outline it is distinctly cone shaped and forms one of the handsomest specimens on our grounds when grown singly. This tree passed the trying winters of '98 and '99 on our grounds in excellent condition and has proven successful with us for windbreak purposes on any of our western prairie soils. It retains its form well with age and is far superior in this respect to the Norway Spruce. The heavy foliage which is borne on well developed branches from the ground up gives this tree an unusual value for windbreak purposes. Our hardy transplanted trees within a very few years form a solid mass of green foliage, almost impenetrable by our most severe blizzards. The White Spruce easily stands at the head of the Spruce family as a drought resisting tree.

## Our Norway Spruce

Perhaps the most widely planted of any of the Spruce family, and although we can not help but say a number of good things for the Norway Spruce from actual experience we believe the time is coming when this grand old tree will be replaced by the White

Spruce. As a nursery tree it is an excellent grower and develops a splendid root system under our method of transplanting and rootpruning, thereby making it easy to transplant. In most all sections of the state it succeeds well with the exception of soils bordering the Mississippi bluffs and from Cherokee west it has not proven entirely satisfactory. The one objection we have against the Norway Spruce is that it produced a shallow root system, hence requires considerable moisture near the surface. Consequently we would not advise planting the Norway Spruce on high dry sandy soil as by so doing you would almost invariably meet with disappointment. We have a number of large



A block of White Spruce in our Nursery.



# - THEY GROW OR THEY COST YOU NOTHING

specimens of the Norway Spruce growing on our grounds, planted in the early 80's on a sandy prairie soil, that have for the last few years showed evidence of decline. We can, however, sight you to a large number of excellent Norway Spruce windbreaks that we have sold the farmers of this locality, that the owners are today pointing to with pride. We frankly admit that this grand tree is making an excellent showing for windbreak purposes. We believe, however, the White Spruce is far superior in retaining its usefulness and beauty in extreme old age.

## Other Trees We Grow

**And our honest opinion of them.** We confine our growing of Evergreens mainly to trees for windbreak purposee. However, we grow a few very nice ornamental trees. If you are in the market for any trees of these varieties send us your orders.

We grow several varieties of trees that are especially good for ornamental purposes. We also grow a limited quantity of trees that are good for windbreak purposes other than those previously mentioned. We believe the best windbreak trees are the Scotch Pine, Norway Pine, White Pine, White Spruce and Norway Spruce. There is, however, some demand for the Austrian Pine and Ponderosa Pine. We are able to supply both of these varieties.

Please read carefully the following descriptions of other evergreens that we grow in our nurseries for sale and our frank and honest opinion about them.



N—A block of Norway Spruce in our Nursery.

[23]

## Blue Spruce

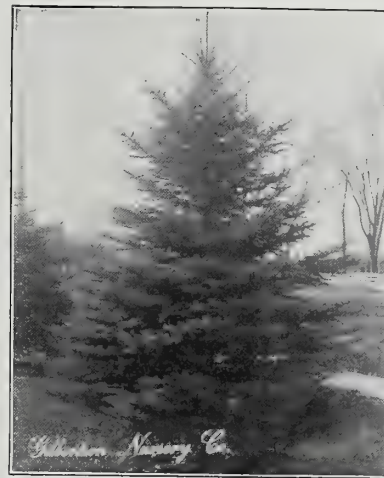
As an ornamental tree the Blue Spruce is regarded by many as

the peer of all evergreens and is often termed the "Queen of the Pines." In its symmetry of outline, beauty of form and color, it is unequalled by any other member of the coniferous family. It is very hardy and is giving splendid results in all parts of the Northwest. Trees of this species vary in color from a deep green to a pronounced sage blue. The latter, viz., the deep blue specimen, are really the only ornamental evergreens for lawn planting. The branches are borne in a regular horizontal position, and resume a peculiar broad fan shaped outline. We have had specimens growing on our grounds the last 30 years that are today in a strong vigorous condition, giving every evidence that the Blue Spruce will prove to be a most durable and long life evergreen. In hardiness and drought resisting qualities it may be classed with the Norway Pine and White Spruce. In some sections of the Northwest where conditions are recognized as being very severe for evergreens it is making an excellent record.

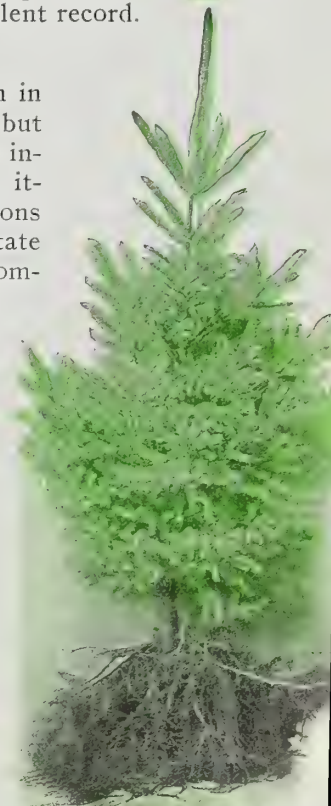
## Balsam Fir

A very valuable as well as ornamental evergreen in

some localities, but on account of its inability to adapt itself to all conditions of soil we hesitate somewhat to recommend it. We consider the Balsam Fir a very valuable tree on a rather damp, black loam soil. It behaves very nicely and develops a splendid root system under our method of trans-



P—Specimen of Colorado Blue Spruce as grown in our Nursery.



IT'S ALL IN THE ROOTS



# GILBERTSON'S GUARANTEED EVERGREENS -

planting and rootpruning, but owing to the fact that the soil conditions vary so much over the large territory which we cover we would not advise any one to plant them only in a very limited way, and that only under conditions where you know your soil is absolutely adapted to this tree.

## The Austrian Pine

We consider this a valuable tree for windbreak purposes, as it possesses a heavy dark green foliage. In form and foliage it resembles somewhat the Norway Pine. One objection we find with the Austrian Pine is its rigid and brittle limbs, making it a very undesirable tree for packing. In this respect the Norway Pine and the White Pine almost stand in a class by themselves. The Austrian Pine under our system of transplanting and rootpruning forms a fairly good root system. Basing our judgment however, on long years of experience, we would rather recommend the Norway Pine, as it possesses all the good qualities of the Austrian Pine, with a few of its undesirable qualities eliminated.

## Ponderosa or Bull Pine

In the forests of the high mountains this tree grows to a very large size. Its coarse heavy dark green foliage resembles very much the Austrian Pine. This tree would, no doubt, become very popular as a windbreak tree were it not for the fact that it does not take very kindly to transplanting in the nursery, being subject to forming a large tap root rather than producing fibrous roots, which we find so very essential to the successful transplanting of evergreens into the windbreak row. On account of its inability to produce a sufficient amount of these fibrous roots, we have almost discontinued the growing of this tree. In fact we find with the Ponderosa, as well as the Austrian Pine, that the Norway Pine easily stands at the head of the list of these three varieties that otherwise resemble each other very much. The reason is that the Norway Pine makes one of the

finest root systems under our method of propagation. Consequently we are recommending the Norway Pine almost exclusively to our trade and find from several years of experience that the Norway Pine is making good wherever planted, as it has the ability of adapting itself to almost any soil.

## NOTE

Read all about our plan of selling; method of packing; shipping facilities and how to order, all explained on pages 26 and 27.

Read also what our customers say about the trees we sold them and see their splendid groves shown on pages 29 to 40.

Read our positive, out-in-the-open guarantee printed on the last inside page of this catalog.

Then refer to our price list and order blank which you will find between pages 26 and 27 and send us in your order for one hundred or more of Gilbertson's Guaranteed Evergreens.

Start an evergreen windbreak grove on your farm this year at our risk.

Raise the value of your farm \$3000 to \$5000.

Move your home 100 to 300 miles further south by planting a grove of Gilbertson's Guaranteed Evergreens.





# — THEY GROW OR THEY COST YOU NOTHING

## Raise the Value of Your Farm From \$3,000 to \$5,000

You can raise the value of your farm from \$3,000 to \$5,000 by planting Gilbertson's Guaranteed Evergreens. Did you ever look at the proposition in this light? What permanent improvement can you place on your farm in the way of buildings that will net you such a large income in a very few years, as the investment of from \$100 to \$200, or even \$50, in the way of an evergreen windbreak? Understand we are talking about Gilbertson's Guaranteed Evergreens that make good or they will cost you nothing. Why not sit down right now and figure out this business proposition? Right here we wish to call your particular attention to the testimonial of Mr. Chas. Lamm which appears on page 32. Mr. Lamm came to Iowa from Illinois two years ago as a prospective land buyer, having sold his farm in Illinois previous to coming out here. Mr. Lamm frankly admits that the large evergreen grove which we had sold Mr. George K. Stokes, four years previous to Mr. Lamm's coming, was one of the principal reasons which induced him to decide on buying Mr. Stokes' farm.

We firmly believe that the time is right here when the prospective buyer of your farm will be more interested in the kind and quality of the grove you have growing on your farm than he will be in the kind of buildings you have. You know yourself that you would not buy a farm nowadays without a good evergreen grove on it. It is considered one of the necessary improvements on a farm. I am selling evergreen windbreaks, that is my business, so it is natural that I am enthusiastic over the proposition, but I simply ask you to just look at it in a cool business-like way.

### Start a Grove This Spring—Why Wait Any Longer

The matter of planting a good evergreen windbreak, especially when you have an opportunity to know exactly what you are buying, with an opportunity of seeing the trees before you pay for them, is nothing more nor less than a straight business proposition. Your feed yards, your home, and even your garden can be made more profitable and from 10 days to two weeks earlier by planting one of Gilbertson's Guaranteed Windbreaks. It is a comparatively simple matter to make improvements on a farm in the way of your house and barn, etc., but it takes some time to grow a good evergreen grove, even under favorable conditions. That is why we want to impress upon your mind now, right now, to take advantage of our very liberal offer and send us your order for a quantity of our guaranteed evergreens. You will no doubt have a good evergreen grove sooner or later so why not make a start now. Remember, you take no chances on our liberal guarantee plan. Remember, we are the only nursery in the Northwest that has solved the growing of evergreens at our nurseries in such a way that we dare

stand back of our trees in this manner. We can not understand how some of you prosperous farmers figure. You have spent thousands of dollars building up modern homes for the comfort of yourselves and families so why, for the sake of the slight expense involved, deprive yourselves of one of the most essential things which go to make up the comforts of your home—a good evergreen grove—to say nothing of the hundreds of dollars that you would save annually in the way of feed for your stock and fuel for your home?

### Don't Let Your Previous Failures Prevent Your Trying To Grow a Grove of Gilbertson's Guaranteed Evergreens at Our Risk

"Oh," but some of you will say, "we have spent a large sum of money in trying to start an evergreen grove. The failures that we have had heretofore have almost completely discouraged us." We believe that you are telling the facts, as this has been the very experience that the farmers of this locality had with their evergreen windbreaks BEFORE WE GOT INTO THE GAME. In fact, there have been enough evergreens sold in all parts of the Northwest by other nurserymen BEFORE WE GOT INTO THE GAME, remember, that had even a small percentage of these trees made good, a large number of farmers would today already be protected by evergreen groves, but did we find this to be a fact when we went into the evergreen windbreak business? Never! You won't find a single, really successful windbreak in one farm in a hundred—today.

Now, please do not let this "I have tried to grow an evergreen grove and made a failure several times" sidetrack you. This world is a progressive one. There are new inventions coming into use every day and when it comes to the evergreen windbreak proposition, we want to impress upon you that we have solved this problem for all time to come, and offer you as evidence of these facts the very liberal contract under which our evergreens are sold.

### Another Way to Make a Big Profit

Let us show you how you can actually make money in dollars and cents by planting one of our guaranteed evergreen groves? If you have a grove of cottonwoods, willows, maples, etc., you have perhaps found from experience long before this, that this original grove was planted too near your buildings. Why not order one of our evergreen groves and plant same in the open field outside of your old grove? We could sight you to hundreds of instances where just this very thing has been done, as the price of lumber today is so high that every large grove of cottonwoods, willows, etc. is worth actual dollars and cents to the man who owns it. In fact, it is worth more in lumber than it is in the grove, because you can fill its place to better advantage and actually have money to spare by replacing your old grove with one of our evergreen windbreaks.





# GILBERTSON'S GUARANTEED EVERGREENS -

## Read Here All About Our Plan of Selling

**Our Plan of Selling—Our Superior Methods of Packing—Our Unequalled Shipping Facilities—How to Order**  
All are Explained on These Next Two Pages—Read Them.

### Our Selling Plan

We sell guaranteed evergreens direct from our nursery to your windbreak row on the positive guarantee that they will grow or they will cost you nothing. That's our selling plan in a very few words. We have sold our trees for the past few years on just this plan and the best proof we have to offer that this plan is a positive success and that our trees will grow in every section of the Northwest is the remarkable record of testimonial letters we have received from our customers. If you could just step in our office some day in the Spring when orders are coming in for our trees and see the number of re-orders that come continually from our old customers you would have all the proof you want that Gilbertson's Guaranteed Evergreens are a complete success.

Compare our method of selling with the "old-time" method with which you have been accustomed to buy nursery stock. By dealing direct with you we save you all the trouble and annoyance which you have been accustomed to from misrepresentations of unscrupulous nursery agents. We can save you a lot of expense that you are paying unscrupulous agents, jobbers and dealers on our new plan. Remember we ask you to pay only a part down for the trees we ship you. We give you a chance to see how our trees grow in your windbreak row, before you pay the balance. In other words, you pay only for live trees; trees that make good for you in your windbreak row, when you get Gilbertson's Guaranteed Evergreens on our plan.

### Our Method of Packing and Shipping

We have given a great deal of time and careful investigation to the best manner of boxing our evergreens for

shipping. This is a very important matter as it is absolutely necessary in transplanting evergreens from the nursery to the windbreak row that the trees should be received in the very best condition or they will be sure to be a failure. Evergreen trees are the hardest trees of all to transplant from nursery to windbreak row.

We ask you to compare our method of packing and shipping our evergreens as well as the sort of trees we sell, with the "old-time" method of wrapping a little burlap around the roots of the trees, tying them in a bundle and shipping them out by express. Our Guaranteed evergreens are always packed in large boxes. These boxes will hold one hundred trees. They are  $2\frac{1}{2} \times 2\frac{1}{2}$  feet square and 8 to 12 feet long and weigh from 400 to 500 pounds when packed ready for shipment. That part of the box which holds the roots of the trees is thoroughly and carefully lined



This load of ten boxes each holding one hundred trees gives you an idea what one hundred of our trees are like when packed ready for shipment.



# — THEY GROW OR THEY COST YOU NOTHING

with a new waterproof composition which keeps the roots of our evergreens absolutely air tight and perfectly waterproof. In addition to this we use a very liberal amount of the best Wisconsin moss in the packing of our trees. It costs us probably ten times as much to pack and ship one hundred Gilbertson's Guaranteed Evergreens as it does to ship evergreens from any other nursery—but it pays, for our carefully kept record shows that on an average less than 2 per cent of our trees fail to grow when planted in the windbreak row.

Right here we wish to state that any one sending us an order for our hardy evergreens should make preparations for hauling them home from the railroad station and provide by all means a lumber wagon for this purpose.

## Our Shipping Facilities

Our shipping facilities are unexcelled. Our nursery is located right at the junction of the Chicago, Milwaukee and St. Paul and Iowa Central Railroads. We have side tracks and loading platforms on several of the trunk lines running into Mason City, so can assure prompt delivery of our trees.

Mason City is one of the largest railroad centers in the west. It is located on two lines of the Chicago, Milwaukee and St. Paul. The Chicago & Great Western, Iowa Central, Chicago

& Northwestern, Chicago, Rock Island and Pacific, Des Moines Short Line and Mason City and Clear Lake Interurban, all run into Mason City. We believe we have far better shipping facilities than any other evergreen nursery in the country. With such shipping facilities at hand our trees are bound to reach you in the best of condition.

## Our Liberal Terms

Our terms, as we have stated before, are by far more liberal than any terms ever made by any other nursery company. We do not require cash in advance as some nurseries do. We simply ask for a small payment of one-fourth down to show good faith on your part. You can send us this payment with your order or deposit same in your home bank and send receipt showing deposit. When you receive the trees and are satisfied with them send us one-fourth more and the balance on November 1st, after you have had time to see what the trees will do in your windbreak row, deducting from this last payment for any trees that fail to grow.

## How to Order

The matter of ordering our evergreens by mail is no different than any other class of goods. We believe a large per cent of farmers have long before this discovered the advantages of buying their goods, when possible, direct from the manufacturer. We are manufacturers, so to speak, of evergreens, and sell them direct to the men who grow them on their farms. There are a few things, however, that I want to emphasize here, that are in a way out of the ordinary in buying evergreens by mail. In the first place remember that evergreens are perishable goods, so it is of utmost importance to get them to you in as short time as possible and for you to take them from the depot just as soon as they arrive and set them out in the windbreak row without delay.

## Order Early

This is just a suggestion. We know from past experience that the earlier you get your trees planted in the Spring the better they will do for you the first season. A great many of our customers send us their standing order a year ahead and these, of course, are the orders which receive first attention on our part in shipping season. Remember, we have but one shipping season in the year and that is usually from April 1st to May 15th. Get in your order before the rush of business comes and you will be sure of getting the best of attention.



This mammoth stack of boxes are returned empty to us by our customers as they are of value to us and of no particular value to them—a pretty good proof of their satisfaction in the sort of trees we have sent them to go to this trouble for us.





# Proper Distance to Plant Evergreen Groves

Here is some information that will help you plant your trees the proper distance from buildings and feed yard.

We are very often asked this question by customers when they send in their order for one of our evergreen groves so we know it to be of enough importance to answer briefly in our catalog.

It is a matter of fact that nearly every farmer in setting his first grove almost invariably plants the trees too near his buildings, consequently it is well to take several things into consideration when making your plans for your new grove.

1st—That snow driven by a hard wind will not all stop within the grove but will be driven or sweep through, and lodge in large drifts on the inside of the windbreak. In this case, you will readily see it is well to have your grove located quite a distance from your feed lots and buildings to allow for this drifting.

2d—That the right kind of windbreak is not a waste of land under any conditions. Too many farmers lose sight of the fact that a good windbreak actually makes the ground which it encloses more valuable. For instance, a large number of our customers that we have sold groves to, especially if they intend to feed a large number of cattle will enclose a 10-acre lot with their grove, as they can readily figure that the block of land that the grove encloses becomes more valuable by being enclosed by the grove for any purpose that you may care to utilize it. It will make an earlier vegetable garden. It will give you from one to two weeks' earlier pasture in the spring. It will give you ample room for a stock and feed yard and by all means, every farmer's feed yard should be protected by a good evergreen grove.

We want to say right here to the farmers contemplating setting out an evergreen grove who have already some protection in the way of an old cottonwood or willow grove, do not by any means attempt to plant your evergreens among your other trees or anywhere near them, as this is the only place where we will draw the line on guaranteeing our trees to prove a success. They may live but will never amount to anything.

Now, you have no doubt found out long ago that your first original grove was planted too near your buildings, consequently, do not make this same mistake the second time. Go out in the open field, if possible beyond your other grove, and plant your evergreen windbreak. This will permit you to give your evergreens a thorough cultivation the first two or three years, until they are established. It will also permit you to preserve your old grove until your evergreens reach a point to give you ample protection. We would especially recommend to the farmers who are building up a new home and setting out their first grove to be absolutely sure that you get your grove far enough from the buildings, that is, that you enclose enough land so that your yard will not be crowded in the least.

Bear in mind that though your trees may not look very large when they are set that it will only be a few years until they will be massive saw logs with a tremendous foliage giving you protection from all kinds of weather—of course, providing you buy the right kind of evergreens.

We should be more than pleased to give any assistance to parties contemplating setting out an evergreen grove, providing they will send us a diagram giving the location of their house and other buildings. We should be more than pleased to give you the advantage of our many years experience along these lines.

As to the proper distance evergreens should be set apart in the grove we find from many years' experience that **evergreens set quite closely in the row and given plenty of room between each row**, will give far better results and make a much better grove than if the trees were scattered about in too many rows.

We would advise setting such evergreens as the Scotch, White and Norway Pine 12 feet apart in the row, with the rows 24 to 30 feet apart. Such trees as the Norway and White Spruce should be set 10 feet apart in the row, with the rows about 24 feet apart.

A large number of the farmers and especially stock feeders in this section who have bought evergreen groves from us, have followed our advice and enclosed 10 acres around their feed lots and home. This, of course, would require 40 rods of grove on the north side and 40 rods on the west side to make an enclosure of 10 acres. A number of the farmers that took our advice in this respect a number of years ago are acknowledging today that their home and feed lots are none too large. However, this is merely a suggestion on our part. You, of course, know your own requirements in this respect. Do not forget that we will be glad to give you any assistance in regard to the planning and setting out of your grove.



## A Wonderful Record—500 Miles of Satisfied Customers

In our last catalog we printed a heading, "50 Miles of Satisfied Customers," with the promise that in a year or so we would be able to print letters showing 500 miles of satisfied customers instead of 50. Here is our promise fulfilled. Here is the proof. Here are letters from customers 500 miles in nearly every direction from our nursery. Read them.

We are printing here some of the letters we have received from customers throughout the entire Northwest. These letters are taken from about 2000 testimonial letters which we have received in our office from our customers in the last few months. Practically every man to whom we shipped evergreens this year wrote us a letter like these. These letters are in our files and open to your inspection at any time. We believe it is the most remarkable testimonial record ever received by any one firm. We cannot help but feel proud of the way our customers feel toward our trees and the treatment they have received from us.

We have been years in the developing and growing of our trees to

### IOWA

It goes without saying that our trees will grow anywhere in Iowa. We have hundreds of magnificent groves to prove this claim absolutely. Do you live in Iowa? Do you want an evergreen windbreak on your farm? Then just plant Gilbertson's Guaranteed Evergreens at our risk—that's all—if the trees we ship you don't grow, they don't cost you one cent. But you won't waste your time of planting and cultivating—for our trees will grow for you just as well as they are for over a thousand farmers in Iowa today. They can't fail. They are Iowa grown to begin with.

#### Short But to the Point.

Gilbertson Nursery Co., St. Ansgar, Iowa.      Waterloo, Ia., Sept. 10, 1909.  
Dear Sirs The trees are dandies and they all grew except two, but it was our fault.  
Yours truly,      MIKE WEBER.

#### He Knew They'd Grow as Soon as He Saw Them. Tried our Trees After Three Times Failing to Grow Other Trees.

Gilbertson Nursery Co., St. Ansgar, Iowa.      Conover, Iowa, Oct. 30, 1909.  
Dear Sir: My evergreens are doing well, I haven't lost any yet, they are growing nicely. We had some dry weather and for a long while I thought I would lose the trees but as soon as we got some rain they looked good again.  
There is nothing located near Conover that I am more proud of than my evergreens that I bought of you last spring. I have bought evergreens from three different nurseries and never could save more than 15 out of a hundred.  
The first time I saw yours, I knew they would grow because you could see all the fibrous roots. You can refer anyone you want to my trees; they certainly will speak for themselves.  
Yours truly,      MATH PHILLIPS.

the point where we could come out and absolutely guarantee them to grow or cost the men who buy them absolutely nothing. Here is the proof that our trees are a positive success. Read every one of these letters. Write any one of these men if you want to. If you want to know who the men are who have bought of us write us and we will send you a list of every man who has bought Gilbertson's Guaranteed Evergreens in the last three years on our direct from nursery to farm plan. We have nothing to hold back. Our trees are a positive success and we know that they will grow on your farm just as well as they have on the farms of these customers. Remember, a great many of these men had made failures in trying to grow evergreens for windbreaks before they saw our advertisement and sent for our catalog. Some of them, even didn't believe our claims could possibly be true, until they bought trees of us and planted them in their windbreak row.

We have grouped these letters by states so that you can see what our trees are doing in the different sections of the Northwest where we sell our trees exclusively. You will find these letters on pages 29, 31, 33, 35, and 37 on the right hand pages. Read them.

#### No Trouble to Grow Our Trees.

Oskaloosa, Iowa, August 9, 1909.  
Gilbertson Nursery Co., St. Ansgar, Iowa.  
Dear Sirs: In reply to yours of the 31st, will tell you that our trees are all growing and looking fine, no trouble to grow your trees.      Respectfully,      J. F. PRINE.

#### Doesn't Expect to Lose a Tree.

Dougherty, Iowa, Aug. 12, 1909.  
Gilbertson Nursery Co., St. Ansgar, Iowa.  
Gentlemen: In answer to your inquiry about evergreens bought of you last spring, will say they are all living and doing nicely, don't think I'll lose one of them.  
Yours truly,      J. C. GALBRAITH.

#### Bought 100 Trees—All Growing.

Gilbertson Nursery Co., St. Ansgar, Iowa.      Correctionville, Ia., Aug. 20, 1909.  
Dear Sirs: My evergreen trees are ALL growing, 100 trees, some made 8 to 10 inches growth. Those that told me I was foolish are convinced it's all right, some say it has been a wet year, I tell them wet or dry, GILBERTSON'S GUARANTEED EVERGREENS grow any way. Wish I had a sign printed, "Gilbertson's Guaranteed Evergreens."  
FRITZ BOHLE.

#### Trees Made Fine Showing—Satisfied With Results.

Gilbertson Nursery Co., St. Ansgar, Iowa.      Grand Junction, Ia., Aug. 26, 1909.  
Gentlemen: In your letter of July 31, you asked for a report of the evergreens I received from you this spring. With one exception all are in excellent condition and



## Some Gilbertson Groves on Our Customers' Farms

We are showing on the left hand pages of this catalog from now on to the last page some Gilbertson Groves on the farms of our customers. Here is the proof that Gilbertson's Guaranteed Evergreens will grow in the windbreak row.

Remember every man who has bought trees of us bought them on our absolute guarantee that they would grow or they would cost them nothing. A good many of these men were just as skeptical about planting an evergreen grove for windbreak purposes as any one possibly could be. We made good for them. We can make good for you or any man who wants an evergreen grove on his farm. Remember, there is just one kind

of trees that make an ideal windbreak and these are Gilbertson's Guaranteed Evergreens.

We can show you hundreds of groves of Gilbertson's trees that are just as good as these we are printing in this catalog.

Raise the value of your farm \$3,000 to \$5,000. Move your home 300 miles further south, climatically, by planting a grove of Gilbertson's Guaranteed Evergreens.

Begin early, plant one this spring and in a few years time you will have a grove you can be just as proud of as the men who own these groves.



Hon. R. T. St. John's Windbreak of White Pine.

Only Lost One in Several Hundred Planted.

Riceville, Iowa, Feb. 15, 1908.

Gilbertson Nursery Company, St. Ansgar, Iowa.

Gentlemen: I am very much pleased with the success that I have had with your evergreens. I got several hundred White Pine which I planted for a windbreak, as well as a number for ornament. Only lost one tree and all are making a very fine growth. With kindest regards and wishes for your abundant success in your great field, I remain, Yours truly, R. T. ST. JOHN, Supt, Agricultural Dept., Iowa State Fair.



Warner Gildner's Windbreak of Scotch Pine.

The Best Investment He Ever Made.

Rock Falls, Iowa, Feb. 14, 1908.

Gilbertson Nursery Company, St. Ansgar, Iowa.

Gentlemen: Having had my Scotch Pine grove planted six years I can say with pleasure that it is the best investment I ever made. The trees have done remarkably well, which I presume is due to the excellent way which you grow them at your nursery. I have dealt with several other nurseries but have found none so reliable and honest in the way of doing business. We shall be pleased to recommend your firm to any one wishing to buy an evergreen grove. Wishing you success, I am, Yours very truly,

WARNER GILDNER.



growing nicely. One of the trees has made no growth but appears to be alive. On the whole, the trees make a fine showing and I am perfectly satisfied with results thus far. Respectfully yours, FRANK EGLI.

**Read This Letter. No Other Comments Needed.**

Correctionville, Iowa, Sept. 10, 1909.

Gilbertson Nursery Co., St. Ansgar, Iowa.

Dear Sirs: Please send catalog and price list to D. W. Huffman, Correctionville, Iowa, R. F. D. No. 1. He saw my trees—that was enough. My trees do certainly look fine. Mr. Huffman got some trees from Sioux City, 50c apiece and all died. I told him mine cost 40c. He thought that was cheap. FRITZ BOHLE.

**All But Two Out of 104 Are Growing.**

Cumberland, Iowa, Aug. 9, 1909.

Gilbertson Nursery Co., St. Ansgar, Iowa.

Dear Sirs: Received your card inquiring about the evergreens. Am glad to state that all are growing but 2 out of the 104 you sent me, and have made a fine growth. I could have asked for nothing better. Your trees surely beat any I have ever had.

My brother-in-law and his friend got trees from another firm this year and they haven't a tree living and all who have bought of you haven't any dead, or a very few, so you see the difference.

I will send in the next payment before long. One doesn't mind paying for live trees. Yours truly, IRVEN DILLEY.

**Made a Complete Failure a Year Ago. Tried Our Trees This Spring. Planted 152 Trees, Every Tree Living and Doing Well.**

Atlantic, Iowa, Aug. 24, 1909.

Gilbertson Nursery Co., St. Ansgar, Iowa.

Dear Sirs: In answer to your inquiry of how the evergreens were doing which I bought of you last spring, I am pleased to say that of the 152 which I planted, every tree is growing and have made a growth of from 4 to 6 inches already this season. Three years ago I planted 100 trees and only got one to grow out of the 100. And I gave them better care than I have given your trees this season. It is as you say "all in the roots." I wish to thank you for sending me such fine trees and when I can speak a good word for your nursery I will surely do so. I have several neighbors that I am pretty sure will put out a grove next spring. With best wishes, Yours truly,

T. W. JONES.

**ILLINOIS**

Here are a few good letters from Illinois. We have others. Illinois is somewhat out of the windbreak district—windbreaks are not needed there so much but if you want a good evergreen grove—send us your order—GILBERTSON'S GUARANTEED EVERGREENS will positively grow there.

**Only Four Died. Trees a Long Time on the Road and a Hot, Dry Season to Boot.**

Chester, Ill., Aug. 19, 1909.

Gilbertson Nursery Co., St. Ansgar, Iowa.

Gentlemen: In reply to your inquiry about the evergreens I must say that they are doing fairly well, considering the hot, dry weather, with the exception of 4 that died shortly after planting. I was surprised that not more of them died, being so long on the road. I think the rest will live. We are having some very hot, dry, burning weather but they seem to stand it all right so far. Yours truly, JOS. KNAPP.

**Sounds Good Doesn't It? All Well and Doing Well.**

Havana, Ill., Aug. 10, 1909.

Gilbertson Nursery Co., St. Ansgar, Iowa.

Dear Sirs: You asked me to let you know about my trees. Well, they are all living, have made a nice growth, and are in good shape. Yours truly,

FRANK KEEST.

**Not a Single Dead Tree—All Doing Well.**

Havana, Ill., July 5, 1909.

Gilbertson Nursery Co., St. Ansgar, Iowa.

Dear Sirs: My evergreen trees are all growing and doing nicely, not a one missing. We are having a nice rain again today. Yours truly,

FRANK KEEST.

**Hot Weather—3 Dead—97 Doing Well.**

Davis, Ill., Aug. 14, 1909.

Gilbertson Nursery Co., St. Ansgar, Iowa.

Gentlemen: I take great pleasure in saying that those Scotch Pine trees I got of you last spring are doing good for the hot and dry weather we had here. Three of the evergreens are dead but the other 97 trees look good. Yours truly,

KNUTE SWENINGSON.

**NEBRASKA**

Nebraska is a hard state for us to ship evergreens to as the freights are usually slow. The season in some sections also starts too early for us to dig our trees and ship them to customer for proper planting.

Then, Nebraska has some very hot, dry Springs which are hard on any nursery stock.

However, in the face of these drawbacks our trees have made a remarkable record there. Here are a few letters for proof.

**Says Our System is the Only Proper Way to Handle Evergreens.**

Recommending Our Trees to Everybody.

Meadow Grove, Neb., Aug. 7, 1909.

Mr. Gilbertson, St. Ansgar, Ia.

Dear Sir: Your wish I believe was that I inform you during the summer how the evergreens purchased of you last spring were doing. I will say right here that your system of handling evergreens is the only proper way of handling them. I have but 2 dead thus far out of the 55. I do not know what you call it but I call it extra. Now, I am recommending them to everybody. I shall want a small order next spring and think one of my neighbors and perhaps two, shall want a few. I shall do all I can for you. Two or three of my trees are just starting while there are some that have made a growth of from 6 to 7 inches already.

Always wishing you success in your business, I am, as ever, Respectfully,  
GEO. W. HAIGHT.

**The Corn Is Burning Up in Large Patches Yet Our Trees Are Doing Well.**

Can You Beat It?

Gilbertson Nursery Co., St. Ansgar, Iowa.

Utica, Neb., Aug. 20, 1909.

Dear Sir: Those evergreens I got of you last spring have all grown except 4—3 Scotch Pine and 1 White Pine. Some of them have made a wonderful growth but now we are having extremely hot and dry weather, no moisture in the ground whatsoever and some of the trees are showing the effects of the dry weather and if it does not rain soon I may lose a good many of them but that is not the fault of your trees at all and





Chas. Lamm's Windbreak.

**Another Record Breaker—At His Old Home They Don't Believe Evergreens Will Grow—  
He Never Lost a Single One of Our Trees.**

St. Ansgar, Iowa, Oct. 19, 1908.

Gilbertson Nursery Company, St. Ansgar, Iowa.

Gentlemen: The evergreen windbreak you put in here six years ago has made a splendid growth, and I have not lost a tree. Every one of them are growing. They are not only a protection to my home but are indispensable to me in my business of breeding Short Horn Cattle and feeding steers for the market, as they form a complete protection for my feed lots.

At my former home at Freeport, Stephenson Co., Illinois, we could not grow evergreens successfully, I now think for the reason that we did not get the right kind of trees. This windbreak is an "Eye-Opener" to my former neighbors and friends from Illinois who visit us here, and was one inducement that decided me to purchase this farm. Wishing you the success you deserve, I am, Yours respectfully,

CHAS. LAMM.

**Wants More Trees of Us—Because Our Trees Grow.**

Avoca, Iowa, Sept. 28, 1908.

Gilbertson Nursery Co., St. Ansgar, Iowa.

Dear Sirs: I want to write to you about those evergreens which I got of you last spring. There were 100 trees. I have 99 that are growing and next time I go to town I will send your money, which is coming to you and next spring I want 100 evergreen trees more, also some apple trees but I do not know what kind to order. I want some good winter apples. Yours truly,

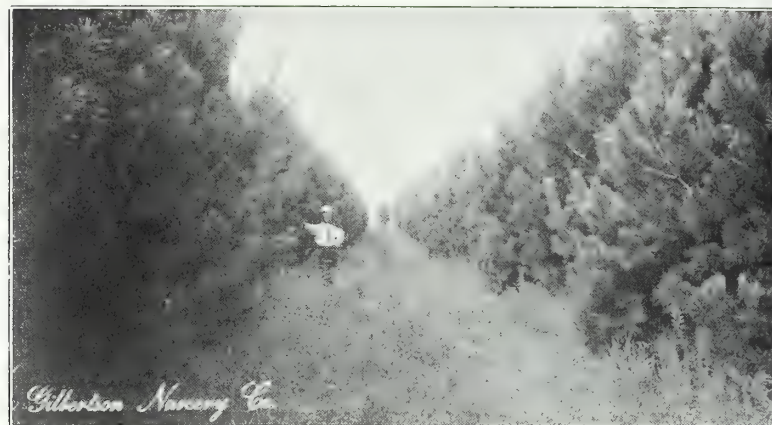
HENRY SICK.

**Got a Square Deal From Us.**

Gilbertson Nursery Co., St. Ansgar, Iowa. Clear Lake, Iowa, Feb. 5, 1908.

Gentlemen: I bought 200 Scotch Pine of you four years ago, and wish to say that you have replaced according to contract absolutely free of charge the very few trees that died the first year, and I have now a fine grove. I consider that you have given me a square deal and dealt honestly with me. Yours truly,

DAVID WINTERS.



C. A. Molsberry's Windbreak of Scotch Pine.

**Thinks His Grove Has Added \$1,000 to the Value of His Place.**

Plymouth, Iowa, Feb. 12, 1908.

Gilbertson Nursery Company, St. Ansgar, Iowa.

Gentlemen: I am glad to say that the evergreen grove you put out for me four years ago has given plenty of evidence of its value this winter. Though of about four years growth it has headed off the wind and added more than \$1,000 to the value of my place. Of the 350 Scotch Pine, I think but five had to be replaced and three of these were killed by pocket gophers.

I wish to thank you at this time for your fair and honorable treatment. You perhaps will remember I was very skeptical at first as I had already planted over a thousand trees from different nurseries, and was told that the trouble was with my soil, that I could not grow evergreens. Yours very truly,

C. A. MOLSBERRY.

**Our Trees Make a Much Better Showing Than Others.**

Bridgewater, Iowa, Oct. 6, 1908.

Gilbertson Nursery Co., St. Ansgar, Iowa.

Dear Sirs: I have been a little slow in letting you know about the trees you sent me. Out of the 100, I have 89 growing, and what are growing look good, and I think that is a good start out of that many trees. Three years ago I bought 200 trees of a firm. I have replanted them three times and have 115 growing. Find enclosed draft of \$20 for the trees of Wm. & Geo. Rechtenbach. Yours truly,

WM. RECHTENBACH.

**You Pay Only For the Trees That Live.**

Iroquois, S. Dak., Oct. 10, 1908.

Gilbertson Nursery Co., St. Ansgar, Iowa.

Gentlemen: Enclosed find draft, as payment on trees. There are ten of the trees dead. Balance are looking well, and are attracting considerable attention, and think you can look for more business from this country. Respectfully,

JORDAN BROS.



no fault of mine. I followed your directions faithfully and am working among them with the hoe.

The corn is burning up in large patches. I say about the evergreens that they are the only trees to plant. I have noticed on some places where there were evergreens set out last spring from different nurseries, half a dozen or so, but not one tree is alive now.

Yours truly, ALFRED GOLDHAMMER.

Don't See How We Can Do It. Will Want 100 More Next Spring.

Wakefield, Neb., Aug. 5, 1909.

Gilbertson Nursery Co., St. Ansgar, Iowa.

Gentlemen: I received your card in regard to my evergreens. There are only 3 dead ones so far. I do not see how you can dig and ship so far and have so many live. I want to buy some more next spring. I think I will want 100.

Yours truly,  
G. W. GREEN.

All Are Pleased With Our Trees.

Central City, Nebr., Aug. 23, 1909.

Gilbertson Nursery Co., St. Ansgar, Iowa.

Gentlemen: I have had all kinds of advice as to the trees I received from you, from parties whose great grandfathers had tried and so down the line, but failed. Now since my trees look fine some of them having made a growth of 8 inches, they have nothing to say. I am well pleased with the trees and hope you will make other sales in this vicinity.

Respectfully, LEWIS PETERSON.

Says Anybody Who Wants an Evergreen Grove Will Not Make a Mistake if He Buys of Us.

Wakefield, Neb., Aug. 16, 1909.

Gilbertson Nursery Co., St. Ansgar, Iowa.

Dear Sirs: In regard to the evergreens I got from you last spring, will say that they are all doing just fine. There is just a few that didn't grow. If anybody wants a fine evergreen grove he will not make a mistake if he buys his evergreens from you because your evergreens all come in such fine shape and they have the roots on too.

Yours truly, H. J. NUERNBERGER.

Did Not Think Any Would Grow as They Were So Long on the Road.

All Living But One.

Wayne, Neb., Aug. 17, 1909.

Gilbertson Nursery Co., St. Ansgar, Iowa.

Gentlemen: In regard to the evergreens I bought of you will say that all of them are growing excepting one of the Blue Spruce. I did not think that any of them would grow as they were ten days in transit and very dry when they arrived as they should have come thru in 4 or 5 days. I have taken good care of them.

Respectfully yours, CHAS. SCHROEDER.

More Than Pleased with our Trees. Will Order More—So Will His Neighbors. Want Some Next Spring.

Meadow Grove, Neb., Aug. 7, 1909.

Mr. Gilbertson, St. Ansgar, Iowa.

Dear Sir: Concerning the evergreens will say that I was more than pleased and that would be expressing it very lightly. I think it is wonderful what they have done. I have only lost 2 out of the 55 bought of you. Of course there are two or three that are kind of slow starting out but are alive all right. Now I suppose you will re-

place those two next spring. I shall place another small order with you next spring. Every Tree Growing. His Neighbors who Have had Poor Success Can't Seem to Understand It. Our Customers Can.

There is a neighbor I think will send for a few when I send and perhaps two. If I was not so old I should certainly put out a grove of them as there is nothing I delight in better than taking care of trees. The most of those evergreens have made a growth of 7 to 8 inches.

Wishing you every success in your business, I am, as ever,  
Yours,

GEO. W. HAIGHT.

## MINNESOTA

Evergreens do well as a rule in Minnesota. We have a great many good groves started in this state and from the way our customers write us we will have a lot more. Do you live in Minnesota?

Then you need a good windbreak to keep off the cold winds and chilling snows in Winter.

Start a grove now!

Norway Spruce Made a Growth of 11½ Inches in a Short Time.

Gilbertson Nursery Co., St. Ansgar, Iowa.

Wilder, Minn., Aug. 13, 1909.

Dear Sir: Received your postal, your guaranteed evergreens that you sent me have done well. The Norway Spruce made a growth of 11½ inches, except one seems to just stay or hang on. The Scotch Pine made a growth of from 3 to 5 inches, and six of them are dry, the others fine and green. The Norway Pine made a growth of from 5 to 6 inches and are looking well. The parties who have seen your guaranteed evergreens, say they look fine, which they do, and I think they have done well. I planted and cared for them according to your instructions which I think are good advice to me.

Your sincere and true friend,

JOHN J. SWENSON.

Every Tree Growing. His Neighbors Who Have Had Poor Success Can't Seem to Understand It. Our Customers Can.

SHARP & CHAPIN

ATTORNEYS AND COUNSELORS

MOOREHEAD NATIONAL BANK BLOCK

MOOREHEAD, MINN.

Gilbertson Nursery Co., St. Ansgar, Iowa.

Aug. 5, 1909.

Gentlemen: Replying to your postal inquiry about evergreens purchased of you, will say that I am more than pleased with the way in which they are growing. They were planted about the 20th of May, and nearly all of them have shown a growth of about six inches since that time. There is only one of them which does not seem to be growing much, and I think that with a little coaxing and cultivating, that one will pull through all right. A number of people here have looked at the evergreens and are surprised that they are doing so well, as their success with evergreens has not been a matter of which they were proud to talk. If the trees winter as well as they have stood the heat of the summer, they will show decided growth next year.

Yours truly, SHARP & CHAPIN.

Lost one Tree out of 225—Says Thousands of Other Evergreens Have Been Planted in That Section and but Few are Living Today.

Bricelyn, Minn., Aug. 12, 1909.

Gilbertson Nursery Co., St. Ansgar, Iowa.

Dear Sir: In reply to your inquiry of July 31, am glad to report that out of 225 Norway Spruce set out last spring, they are all growing except one which I consider very good, when I know that many thousands of evergreens have been set out the last few years in my locality and few growing today.

Some of the trees have not made so much growth as we should wish; perhaps we





Peter J. Wallraff's Windbreak of Norway Pine.

**Pleased With Our Trees and Our Treatment.**

Plymouth, Iowa, Feb. 26, 1908.

Gilbertson Nursery Company, St. Ansgar, Iowa.

Gentlemen: In reply to your request I will say the Norway Pine evergreens you set out have proven entirely satisfactory. They have made a wonderful growth and it would take many times the price I paid to remove them. Your business treatment has been more than fair and I take this means to thank you for the good you have done me and my farm.

Yours,

PETER J. WALLRAFF.

**Another Big Customer Says He's Satisfied with Our Trees and Kind of Treatment.**

Floyd, Iowa, Feb. 17, 1908.

Gilbertson Nursery Co., St. Ansgar, Iowa.

Dear Sirs: In the spring of 1905, I purchased 312 White Spruce evergreens from your nursery. When I went to get my trees I found that they were much better than I had ever expected. It has now been three years since they were set out, and only three have died and these were replaced according to contract absolutely free. They all are doing very nicely and are a great improvement to my farm. I can recommend your evergreens to all my friends as being the best evergreens I have ever planted.

Yours truly,

W. J. NIMS (Sunnyside Farm.)

**All His Trees Living Out of 400 He Planted.**

Osage, Iowa, Feb. 14, 1908.

Gilbertson Nursery Co., St. Ansgar, Iowa.

Gentlemen: Replying to your favor of recent date, I am pleased to say that the 400 evergreens that I got of you in the spring of 1906, are all living and made a good growth. The trees measured 4 ft. above ground, and had been three times transplanted, and three times rootpruned. We are more than pleased to say the treatment that we have received at your hands is entirely satisfactory. Wishing you good success in the great work that you have undertaken, I am,

Sincerely,

WILL J. LYBARGER.



W. J. Nims' Windbreak of White Spruce.

**Another Big Customer Says He's Satisfied With Our Trees and Kind of Treatment.**

Floyd, Iowa, Feb. 17, 1909.

Gilbertson Nursery Co., St. Ansgar, Iowa.

Dear Sirs: In the spring of 1905, I purchased 312 White Spruce evergreens from your nursery. When I went to get my trees I found that they were much better than I had ever expected. It has now been three years since they were set out, and only three have died and these were replaced according to contract absolutely free. They all are doing very nicely and are a great improvement to my farm. I can recommend your evergreens to all my friends as being the best evergreens I have ever planted.

Yours truly,

W. J. NIMS (Sunnyside Farm.)

**Grows Them Up in North Dakota—Just Read This Letter and Then Think it Over—Can You Afford to Be Without Trees Like These?**

Charles City, Iowa, Feb. 10, 1908.

Gilbertson Nursery Co., St. Ansgar, Iowa.

Gentlemen: Two years ago I bought several hundred Scotch Pine at your nursery and had them shipped to Litchfield, Barnes County, N. D., and set them out on my farms near that place. When these trees arrived some of my neighbors said I was foolish to think of growing evergreens out there, but when I was taking them out of the box, it caused them to remark, "What dandies," "What fine roots," "Not a poor tree among them," etc. I got a good many compliments from men from miles around in regard to my groves. I would not take \$10 for every dollar they cost me, and give up my evergreen groves today, and no farmer can afford to be without an evergreen windbreak when he has a chance to buy such fine trees and get them on such an absolute guarantee. Wishing you success in the great work you are doing, I remain,

Yours truly,

D. F. RODGERS.



expect too much of them. The small grains have been cut and promises a fair yield of good quality, corn is booming.

Yours,

B. J. LOHN.

We are Printing Just a Part of This Man's Letter to Show You What Our Customers Think About Our Trees.

Gilbertson Nursery Co., St. Ansgar, Iowa.

Hopkins, Minn., Aug. 9, 1909.

Gents: A nursery agent came to my place about four weeks ago, when he saw your Pine trees, he said he never in his life saw Pine trees grow like them. Every one is growing and looking so healthy. We had a good growing season here in this part of Minnesota. It rained pretty near every week, once today we had a good rain that went down to the roots.

Yours truly,

W. D. JAPS.

## NORTH DAKOTA

Our trees grow in North Dakota. Do you realize what that means? That's recommendation enough for any one—short summers and long winters are hard on any sort of nursery stock—but Gilbertson's Guaranteed Evergreens can stand as much and a lot more than any other nursery stock grown. It's a fact. Read these letters and see for yourself.

Had Hard Luck with His Crop From Hail—But is Going to Buy More Trees. What Do You Think of That?

Cathay, N. Dak., Aug. 8, 1909.

Gilbertson Nursery Co., St. Ansgar, Iowa.

Dear Sir: Your postal received and in reply our evergreens have done finely. I think all of the large trees, the short needled ones will live. A few of the long needled smaller trees have turned brown. The first is likely the one to grow here. Have had a fine summer for trees. I intended next year if these grew to put out a lot more and name the farm "The Pines." However we have hailed out completely so can do nothing for a year. We were not entirely out of debt yet, and it is a serious set back for us, with not a dollar's worth of grain to sell and feed to buy for stock. Were not insured.

Yours truly, HENRY GARVIN.

Some of Them Started Slow but All but Three Out of One Hundred Trees Are Doing Fine Now.

Hunter, N. Dak., Aug. 7, 1909.

Gilbertson Nursery Co., St. Ansgar, Iowa.

Kind Sirs: Yours of July 31st at hand and by its contents seems you did not receive the letter I wrote you a month ago. At that time there were nineteen of the evergreens that had not started any growth. But now, I am glad to say as near as I can tell there are only three that will die, of the two Norway Pine, one did fine from the beginning but it has only been lately that the other one made a start, but is now doing fine. A good many others about Hunter are interested in the trees and I think can be the means of you getting orders from others next spring. Much pleased with my success so far, I remain,

Sincerely,

LOUIE FRICKEY.

Read This Letter. It Tells the Difference Between Our Trees and the Kind Sold Through Agents.

Reeder, N. Dak., Aug. 16, 1909.

Gilbertson Nursery Co., St. Ansgar, Iowa.

Dear Friend: I have been thinking about writing you for a long time, but never got started and as this is a busy time for a farmer, a man don't feel like writing. I

must tell you that the trees I got from you last spring are growing fine and every last one is growing. How is that for North Dakota? There is one party in town that got 12 evergreens from some agent and they are all dead, but one, and I don't think that one will live. I tell you that my trees look fine and are a good advertisement for you as I got that paper with an evergreen grove and your name and address on a post by the road. I think you can be looking for good many orders from Reeder, N. Dakota next spring. I'm going to set out about 200 more next spring if you will have any to send me.

I shall do all I can for you and send you as many orders as I can.

Yours truly,

A. M. HOFLAND.

Make a Growth in Box While on the Road.

Courtenay, N. Dak., Aug. 7th, 1909.

Gilbertson Nursery Co., St. Ansgar, Iowa.

Dear Sir: I beg your pardon for not writing to you before. The evergreens were received in fine shape and were planted as soon as they arrived, when I unpacked them I found that most of them had made a new root growth of from  $\frac{1}{2}$  to 1 inch. There is only one dead and I believe the rest will live altho a few are not starting out as fast as others but most of them have made a growth of several inches already. The season has been very favorable for planting trees and those I set out this spring are certainly doing fine and if they live over winter and come out all right next spring, believe you will get other orders from this neighborhood, and if I conclude to plant more will be sure to give you the order.

Yours very truly,

FRANK MERRITT.

## SOUTH DAKOTA

South Dakota was something of an experiment with us a while back—not so today. Read these letters and you'll see for yourself. We have had splendid success with our trees there. The only trouble we ever have is in slow freights. It's just such sections as South Dakota that windbreaks are a "God-Send" to every man who owns a farm. You'll increase the value of your farm \$10 per acre if you get a good evergreen grove on it. Plant one now!

Calls Buying Evergreens a Speculation. Not When You Buy Our Trees. Hasn't Lost One.

Gilbertson Nursery Co., St. Ansgar, Iowa.

Mt. Vernon, S. Dak., Aug. 9, 1909.

Gentlemen: In reply to your inquiry concerning the evergreens I purchased of you in May, I can truthfully say that I am thoroughly satisfied with the speculation. All the trees are doing well. So far, none have shown signs of drying up, in spite of the recent dry weather.

Respectfully yours, B. C. WEEKS, JR.

First Trees He Ever Had Any Success With. Wants More—We Hope He Lives Till Spring.

Gilbertson Nursery Co., St. Ansgar, Iowa.

Groton, S. Dak., Aug. 5, 1909.

Dear Sir: Your postal received yesterday asking about the evergreens I bought of you. I am well pleased with them as there are only 6 that don't grow. The rest are doing fine. Some made a growth of 8 in.—now when I send you the rest of the money I will not deduct any for dead trees as I am more than satisfied with them and if I live until spring you will have another order from me for a few hundred trees as your trees are the first I ever had any success with.

Respectfully yours,

HERMAN HOEFT.





H. J. Slawson's Windbreak of White Pine.

**There's a Nursery in This Man's Own Town But Just Note What He Says  
About Our Trees.**

Gilbertson Nursery Company, St. Ansgar, Iowa.

Osage, Iowa, Feb. 12, 1908.

Dear Sirs: I am pleased to say that the evergreen grove, consisting of 600 White Pine, that I bought of you 7 years ago is doing nicely. It goes without saying in this part of the country that Gilbertson will do just exactly as he agrees, and his evergreens stand in a class by themselves. My grove speaks for itself.

Yours very truly,  
H. J. SLAWSON.

**Fifteen Days on the Road Yet Only Lost Three Trees.**

Marne, Iowa, Oct. 5, 1908.

Dear Sirs: In regard to the trees will say I am well pleased; those trees were in the hands of the Railroad Co. 13 days, then I set them out, the 15th day from day of shipment, and up to this date I have lost but 3 trees. The trees were according to agreement in every respect. Think I can send some patronage your way in the spring.

Yours,  
W. B. BERRY.

**Our Trees Reach the Customer in Good Condition Because They Are Packed Right.**

Swea City, Iowa, Oct. 23, 1908.

Gilbertson Nursery Co., St. Ansgar, Iowa.

Dear Sirs: I wish to say in regard to the shipment of evergreens which I ordered from you last spring, that I have never received any trees in the 23 years I have been buying nursery stock that were packed in as good shape as these were, and your trees have certainly grown fine, taking into consideration the chances they have had, being set in among an old grove where the ground was not prepared at all. I enclose herewith draft for \$8.25, as second payment on trees.

Yours truly,  
J. H. HOLCOMB.



August Troge's Windbreak of White Pine.

**Look at This Grove—Planted 440 Gilbertson Trees.**

Floyd, Iowa, Feb. 17, 1908.

Gilbertson Nursery Company, St. Ansgar, Iowa.

Gentlemen: I wish to say to you that I am more than pleased with the 440 White Pine evergreens which I got from you in the spring of 1901. The trees have grown something wonderful in the few years they have been planted. You have treated me according to the contract to a full satisfaction.

Yours very truly,

AUGUST TROGE.

**Bad Luck with His Trees—But Note Under What Conditions. He Doesn't Blame the  
Trees and Places a Standing Order for 100 More this Spring. Only Gilbertson  
Trees Could Have Survived at all under These Conditions.**

Osterdock, Iowa, Oct. 6, 1908.

Gilbertson Nursery Co., St. Ansgar, Iowa.

Dear Sir: I wish to write you and let you know I had very bad luck with those trees. In the first place, when the trees came, I was not ready to set them out and I stored them in the cellar and there came a terrible rain and ran about a foot of water in my cellar. I got them out of the cellar and set them out. About 6 weeks later, there came another drenching rain and made the ground as soft as mortar as deep as the trees were set, with the heaviest wind of the season and broke down trees and windmills and fairly lifted those evergreens out of the ground. I was compelled to go and straighten them up and tramp in around the trees to fasten them. And result is that the loss is 15 dead trees out of the 100 you shipped me, but I don't in any way consider the trees were at fault as they were in the best condition when I set them out, and I was sure they would all grow at that time. I do certainly contribute the loss to the windstorm and none other. I have so much faith in your trees and in you that I am sending you your payment just the same. Also wish you would put me down for another 100 Scotch Pine for next spring. I am more than well pleased the way you have dealt with me. In fact, you have given me almost my own way. I don't see why I could feel anything but satisfied, and have anything but good will towards a firm doing business on a fair and square basis the way you have.

Yours with the greatest of friendship,

M. C. MILLER.



### The Railroad Company Couldn't Kill Them.

Castlewood, S. Dak., Aug. 14, 1909.

Gilbertson Nursery Co., St. Ansgar, Iowa.

Gentlemen: In reply to yours of July 31, will say that the evergreens purchased from you last spring are doing very nicely. Some of them have grown as much as six inches and all are alive except about 5 or 6 trees and this may have happened in shipping as they were 7 days on the road as they were sent out on the I. C. instead of the C. & N. W. and then when they were unloaded they left them on the depot platform in the hot sun and wind from 8 a. m. till 4 p. m. It is a wonder they were not all dead. They are very nice trees and admired by everybody that sees them.

Yours truly,

MATT WALKLIN.

**Read This Letter. We Have no Comments to Make Except if Any Man Says the Trees May do Well the First Year and Fail the Second, Show Him This Letter. We Have a Lot of Living Groves in South Dakota.**

Gilbertson Nursery Co., St. Ansgar, Iowa.

Bowdle, S. Dak., Feb. 5, 1909.

Gentlemen: In answer to your favor of recent date, beg to advise you that the 100 Scotch Pine I bought of you in the spring of 1905 have done exceedingly well, out of the 100 but 6 died and you replaced those. Out of the lot I bought of you last spring there are about six dead and I know you will make those good when I send in for some more this spring. Out of the 40 apple, crab, and plum trees you sent me I dare say there is not even one twig that froze or died back. This country has been flooded with cheap stock and also dear stock from traveling agents and there is nothing to show for it. My advice to intending purchasers of evergreens and nursery stock is to buy of The Gilbertson Nursery Company.

Yours very truly,

JOHN ERBE.

### WISCONSIN

Do you live in Wisconsin? Then read these letters. Our trees will certainly grow there. We guarantee it. Plant a good evergreen grove at our risk. It's a good investment.

#### All Living—Well Pleased.

Gilbertson Nursery Co., St. Ansgar, Iowa.

Kenosha, Wis., Aug. 12, 1909.

Dear Sirs: My evergreens are doing fine, none are dead. One or two of the pines are not so thrifty, but I think they will live. I am very much pleased with them.

Sincerely,

MISS LORETTE H. FRENCH.

#### Seven Dead Out of 100—Balance Doing Fine.

Bloomington, Wis., Oct. 10, 1909.

Gilbertson Nursery Co., St. Ansgar, Iowa.

Gentlemen: We were looking at our trees today and out of the 100 trees we got there are 7 dead ones. They all made a start except two and did fine until harvest time when the drought struck them and killed five more. The rest of them are looking fine and have made a good growth, considering the dry season. A good many of the neighbors are watching them as closely as we are, and one nurseryman traveling for a New York firm said if he was farming and wanted trees he would send right to you with his order. Isn't that saying quite a bit?

Hoping you will be satisfied with how they have done, I remain,

JACOB HENRY.

#### Hot, Dry Weather Didn't Kill a Single Tree.

Hartland, Wis., Sept. 23, 1909.

Gilbertson Nursery Co., St. Ansgar, Iowa.

Gentlemen: Received a postal from you some time ago asking about the condition of the trees bought of you last spring. I can say that so far they have all done well—not one of them but what is growing. In fact, when the dry weather we had in June

and July is taken into consideration, it can be said that they have done exceptionally well.

Yours respectfully,

ALFRED A. LUDWIGSEN.

#### Same Old Story—Doing Fine. Just Read This Letter.

Gilbertson Nursery Co., St. Ansgar, Iowa.

Mondovi, Wis., Aug. 26, 1909.

Dear Sirs: Received your inquiry of how the trees are getting along and in reply will say up until the drought we have been having, they were doing fine, except two, and one of these never revived after we set it out, one died shortly after but since the drought four balsam firs have died. The White Pine and Scotch Pine and Norway Pine are doing fine.

We have not had a rain to help the trees since about the 4th of July.

Yours respectfully,

LEWIS NOGLE.

### MISSOURI

**Read Every Word of This Remarkable Record. It's All Here Just as He Wrote It. Can You Beat It?**

Westboro, Mo., Aug. 9, 1909.

Gilbertson Nursery Co., St. Ansgar, Iowa.

Gentlemen: Your postal of recent date at hand. As to the evergreens, am wonderfully well pleased with them and think they have done fine considering the season we have had. The evergreens arrived May 7, and we set them out the next day. May and June were very rainy months and all of the trees started growing and looked fine. On July 4, 5, and 6, we had 2 and 3 inches of rain each day, followed by excessively hot sunshine. This just scalded our corn crop and I think it ruined some of the evergreens. They are on a hilltop in rich soil and wouldn't scald very easy but I had a patch of sweet corn just south of the middle of my windbreak row and right behind this corn the sun would beat down and not a breath of air would be stirring. In the row next the corn which was slightly shaded by it every tree is growing. But in the other row 20 ft. farther north, where the sun shone hottest and the breezes could not strike, I have 3 dead trees, 4 that I'm afraid are dying and 3 or 4 that I consider doubtful. The living trees are all looking fine and making a fine growth. I want to replace the dead trees next spring for I have utmost confidence in Gilbertson's Guaranteed Evergreens, and I think barring the 3 days rain and the scalding sunshine I mentioned every tree would have grown.

A neighbor of mine told me these large trees would not grow. He set out 150 of these little 10c hand bouquet size. Says most of his are dead and he don't care if the rest die for after looking at my evergreens, he declares he is going to have some like them next year. A nice block of your evergreens growing in a windbreak row beats any of our slick tongued fruit tree agents to my notion.

Respectfully,

BENJ. B. HURST.

### MICHIGAN

We did not ship our trees east of Illinois last year except a very few shipments for an experiment. They seem to do well in Michigan, should do well in Indiana and Ohio, though the demand for windbreaks in those states is not very great.

Kingsley, Mich., Aug. 8, 1909.

Gilbertson Nursery Co., St. Ansgar, Iowa.

Gentlemen: Your card received, all the evergreens are alive but four, two or three have made scarcely noticeable growth, but are yet green and look alive. I have great hopes from them, although one like that has turned yellow in just the last week and died. But we had a bad dry spell but now we have had rain and I believe I will save all of the rest. I have cultivated them every week, but they have had no water. Some of them have made fully 6 in. growth. I am greatly pleased with my success, with them. You will hear from me with the money in November.

A. B. STINSON.





H. B. Logemann's Windbreak of Norway Pine.

How's This? Did Not Lose a Single Tree Out of 425 Which He Planted.

Manly, Iowa, Feb. 10, 1908.

Gilbertson Nursery Company, St. Ansgar, Iowa.

Dear Sirs: In the spring of 1903 I bought 325 Norway Pine trees from 3 to 4 feet high from the Gilbertson Nursery Company. They were a fine lot of trees. The next year I bought 100 more, and they all did fine. I did not lose a tree out of the 425, and they are now all nice bushy and healthy trees, and average from 12 to 15 feet. It gives me pleasure to recommend this company to anyone wishing to set an evergreen grove. I think they have the best trees of any nursery in the Northwest, and they are a good, reliable firm for they do just what they say they will. I wish you much success in your work.

Yours truly,

H. B. LOGEMANN.

He Has the Best Trees in His and Several Other Counties.

Gilbertson Nursery Co., St. Ansgar, Iowa.

Revere, Minn., Feb. 18, 1908.

Gentlemen: I take pleasure and most heartily recommend the Gilbertson Nursery Company of St. Ansgar, Iowa, to every farmer in our state, who is interested in the evergreen windbreak proposition. I have seen their nursery, and have had dealings with them for the past six years, and they have fulfilled each and every agreement to the letter. I have the finest evergreen grove in Cottonwood County and several other counties. My first grove was set six years ago, and has made an enormous growth.

Yours very truly,

O. O. KNUDSON.

He Says He Will Buy More of Us in the Spring.

Preston, Iowa, Oct. 7, 1908.

Gilbertson Nursery Co., St. Ansgar, Iowa.

Dear Sirs: Please find enclosed draft for the payment due Oct. 1, 1908, on the evergreens. The trees all grew, but three, and expect to get another lot next spring.

Yours truly,

AUGUST KAHLER.



Henry Brainard's Windbreak of Norway Spruce.

Here is a Letter I Want You to Read—It Tells a True Story of What Gilbertson's Trees Will Do Even When Set Alongside Other Nursery Trees. Read It Sure.

Gilbertson Nursery Company, St. Ansgar, Iowa.

Stacyville, Iowa, Feb. 14, 1908.

Dear Sirs: I take great pleasure in reporting to you the condition of my Norway Spruce grove that I bought of you in the spring of 1905. I am very, very much pleased with the investment and whenever I hear of anyone planning to start an evergreen grove I always advise them to get their trees at your nursery. Out of the 250 evergreens I bought there were only four that needed to be replaced. Everybody says the second season is the hardest on evergreens, but last year was the second season for my evergreens, and a large number of them made a growth of two feet. The two principal reasons that I advise my friends to buy their evergreens of you are: 1st, your evergreens grow; 2d, they will receive a square deal from start to finish. In regard to the trees growing some people will say that other nurseries replace too, so what is the difference? Well, to me there is a whole lot of difference. I am not fond of the work of replacing for one thing, and the other and most important thing, there is a loss on one, two, three or four years growth, besides you will find most all other nurseries have replaced only at one-half price, instead of free. Besides you will always find other nurseries will sell their trees only cash on delivery.

There probably is no better example of the growing quality of your evergreens as compared with evergreens from other nurseries than in the case with my next door neighbor. Last spring he bought one hundred evergreens from another nursery, and planted them, then found he had not bought enough to fill the space, so he got about sixty more of your nursery. Out of the sixty evergreens that he got of you, not one died, and out of the hundred evergreens he got of the other nursery, seventy-two trees died, and the man is cussing himself because he did not get all his trees from you.

I think your contract is one of the fairest contracts I ever saw put out by any nursery company. Most of the contracts that I have seen from other nurseries are all one-sided. What I like about your contract, it gives a man a square deal, and allows the purchaser to see that he gets something for his money, before it is all paid. That is why I call this contract the fairest contract I have ever seen put out by any nursery company.

With best wishes for your future success, I remain,

Yours very respectfully,

HENRY BRAINARD.



## Planted 3000 Evergreens—Says His Farm is Worth \$10 More an Acre

St. Ansgar, Iowa, Oct. 27, 1908.  
Gilbertson Nursery Company, St. Ansgar, Iowa.

Gentlemen: After making a complete failure of trying to start an evergreen grove with evergreens bought from other

nurseries, we thought we would try some of your evergreens, and prove your motto "Our trees grow—It's their nature" a fake. So we set out about 500 of your evergreens but to our surprise they all grew. This was about eight years ago. Since then we

have planted several evergreen groves on our different farms in the vicinity of St. Ansgar, until we now have about 3,000 evergreens growing. What eight years ago used to be one of the coldest feed yards in this section of the country is today one of the warmest. We would not for one minute figure on feeding stock today in a yard exposed to the chilling winds of winter. We firmly believe that if the farmers of the Northwest who are extensive feeders of stock, would realize the advantage of a good evergreen grove in the way of protection to their stock and the ease and rapidity with which the evergreens are grown, provided they get the right kind of evergreens, we believe there would be very few farmers who would not within a very few years be protected by an excellent evergreen grove. There has been no blizzard severe enough the last four or five years to pile up any snow in our yards.

As an investment, they have no equal, not only in the saving of feed in the feed yards in stormy weather, but the timber itself will more than pay for the investment in 15 years, besides increasing the value of your farm at least \$10 per acre. We can recommend your evergreens as being the only evergreens that have been a success with us. Yours very truly,

T. H. HUME,

(Representative from the 4th District in Iowa Legislature.)



Hon. Tom Hume's Barnyard, Showing Evergreen Windbreak in the Background.



## How's This for a Record? Planted 1300 Gilbertson Evergreens. Lost Just Five Trees. Can You Beat It?

Osage, Ia., Feb. 12, '08.

Gilbertson Nursery Co., St. Ansgar, Iowa.

Gentlemen: Your letter of recent date at hand inquiring as to how my evergreens are doing, and in reply I would say it

gives me great pleasure at this time after five years experience with your evergreens, to say that I am perfectly satisfied with them. This, however, is putting it very mild. If I had stronger words at my command to express my gratitude to you for what you have done for me, in the way of fair dealing and your untiring efforts to produce an evergreen with a large amount of fibrous roots to defy the very driest of seasons, and whose strong and vigorous vitality sends out to the body of the tree such wonderful growth each year, so that in six or seven years a grove may be had that modified our Iowa winters, thereby greatly diminishing the expense for fuel and feed for our stock.

I wish to say here that in the spring of 1902, I bought 300 evergreens from you under your three year guarantee. None of these trees have died, and the following spring I bought another lot of 700 evergreens. All these trees I set on my farm north of Mitchell. Out of the 700 I only lost 4 trees which were replaced by you the following spring according to contract. In the spring of 1904, I bought another 300 evergreens from your nursery which I set out on my farm near Osage. Out of this 300 I only lost one tree.

It gives me great pleasure to recommend your firm after so many years of dealing with you and would most earnestly urge my brother farmers to start an evergreen windbreak and to start it just as soon as possible. Yours very truly,

GEO. K. STOKES.



*Gilbertson Nursery Co.*

George K. Stokes' Windbreak of White Spruce, Osage, Iowa.



0237

# PRICE LIST OF Gilbertson's Guaranteed Evergreens

These prices are for our strictly three times transplanted and three times roofpruned Evergreens, **Freight Prepaid** by us to your nearest railroad station. Remember that under our absolute guarantee plan, you only pay for trees that **Absolutely Make Good** with you in your windbreak row.

SCOTCH PINE.		50	100	1000
Three times Transplanted and three times Roofpruned.				
2 to 2½ feet	\$ 20.00	\$ 35.00	\$ 315.00	
2½ to 3 feet	22.50	40.00	360.00	
3 to 3½ feet	25.00	45.00	400.00	
3½ to 4 feet	27.50	50.00	450.00	
NORWAY PINE.				
Three times Transplanted and three times Roofpruned.				
2 to 2½ feet	\$ 25.00	\$ 45.00		
2½ to 3 feet	27.50	50.00	\$ 450.00	
3 to 3½ feet	30.00	52.50	475.00	
3½ to 4 feet	32.50	55.00	500.00	
WHITE PINE				
Three times Transplanted and three times Roofpruned.				
1½ to 2 feet	\$ 20.00	\$ 35.00	\$ 315.00	
2 to 2½ feet	22.50	40.00	360.00	
NORWAY SPRUCE.				
Three times Transplanted and three times Roofpruned.				
2 to 2½ feet	\$ 20.00	\$ 35.00	\$ 315.00	
2½ to 3 feet	22.50	40.00		
WHITE SPRUCE.				
Three times Transplanted and three times Roofpruned.				
1½ to 2 feet	\$ 22.50	\$ 40.00	\$ 360.00	
2 to 2½ feet	25.00	45.00	400.00	
2½ to 3 feet	27.50	50.00	400.00	
COLORADO BLUE SPRUCE.				
Silvery Blue Specimens.				
Three times Transplanted and three times Roofpruned.				
2 feet ball and burlap	\$ 2.25	\$ 20.00		
2½ feet ball and burlap	2.75	25.00		
3 feet ball and burlap	3.25	30.00		
3½ feet ball and burlap	4.00	35.00		
4 feet ball and burlap	5.00	42.50		
COLORADO GREEN SPRUCE.				
Same as Above.				
1½ feet ball and burlap	\$ 1.00	\$ 8.00		
2 feet ball and burlap	1.25	10.00		
2½ feet ball and burlap	1.50	12.50		
3 feet ball and burlap	2.00	17.50		
3½ feet ball and burlap	2.50	22.00		
4 feet ball and burlap	3.00	27.00		

—500 at 100 Rate—  
**“Gilbertson Pays the Freight” on Orders of 50 Trees or More.**







GILBERTSON'S GUARANTEED EVERGREENS

MASON CITY, IOWA

DATE \_\_\_\_\_

In is further agreed that I am not to make another payment on this order until November first, 1910, when it is agreed that I will at this time take an inventory of my trees and send you a statement of same, and enclose my check for last payment of one-half of purchase price, less whatever number of trees may have died, if any, during the first growing season.

It is further agreed that I am not to give any note in settlement of this account, but that you will simply carry my account on your books without interest until November first, 1910.

I am sending you this order in good faith on my part and will do everything in my power to make these trees a success,

NAME

CH

R. F. D. No.

STATE

POINT

I am enclosing in this letter ----- as one-fourth payment  
for ----- of your Evergreens as follows:

[illegible]



## Our Guarantee.

Gilbertson's Evergreens are guaranteed to have a far better developed root system, to have a larger amount of fibrous roots, to be bushier, stalker and in every way harder for windbreak purposes than any other evergreen grown.

We further guarantee our customers the privilege of examining our evergreens at their home and if they do not find them fully up to our claims for them in every way, both as to quality and quantity of fibrous roots, we will grant them the privilege of returning them to us and we will refund every dollar paid us, as well as pay freight charges.

We also guarantee that our trees will live and grow when planted according to our instructions sent with every shipment. Should any trees fail to live at the end of their first season, that is November 1st, when our customer takes an inventory of them, we will allow him to deduct full price accordingly for any dead trees. In other words, we guarantee that our customers shall pay us only for such trees as are in good, healthy condition at the end of their first season.

GILBERTSON NURSERY COMPANY.



## IT'S ALL IN THE ROOTS



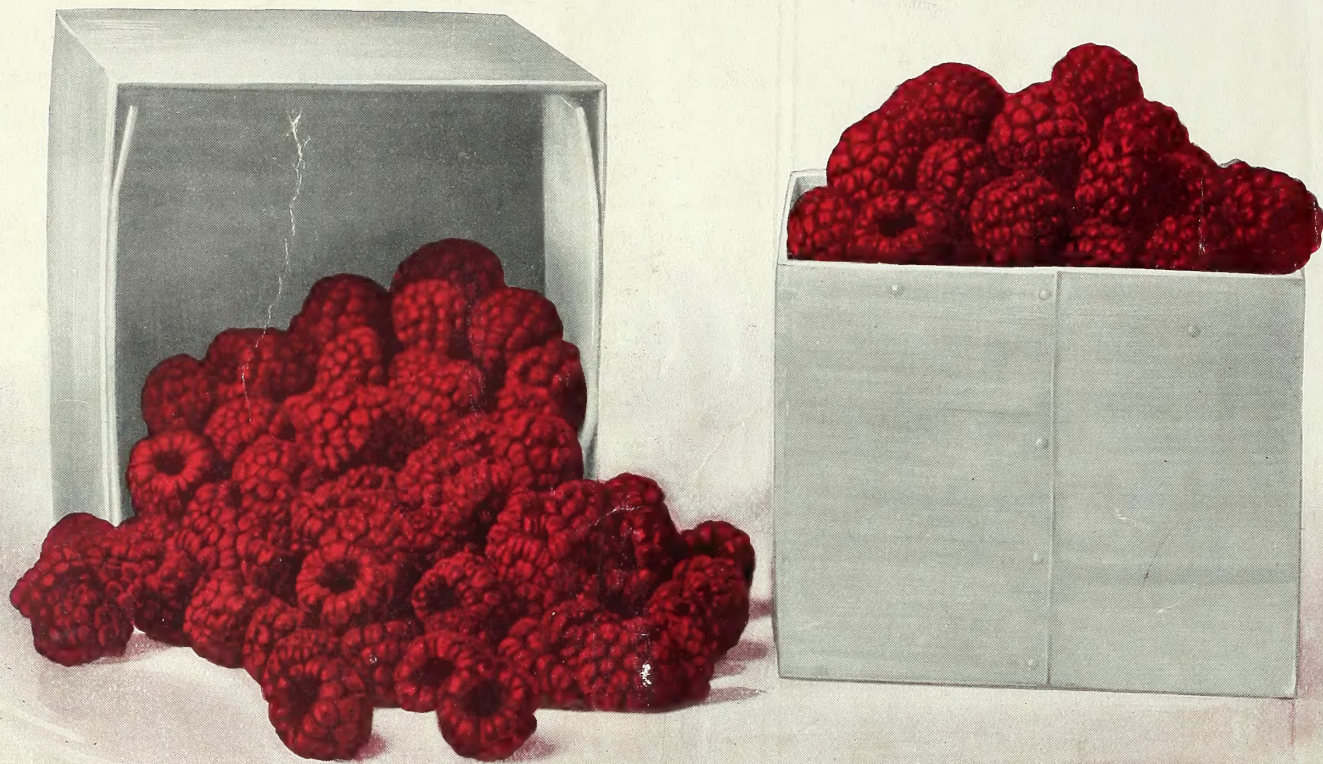
## Our Guarantee

Gilbertson's Evergreens are guaranteed to have a far better developed root system, to have a larger amount of fibrous roots, to be bushier, stalkier and in every way hardier for windbreak purposes than any other evergreen grown.

We further guarantee our customers the privilege of examining our evergreens at their home and if they do not find them fully up to our claims for them in every way, both as to quality of trees as well as quality and quantity of fibrous roots, we will grant them the privilege of returning them to us and we will refund every dollar paid us, as well as pay freight charges.

We also guarantee that our trees will live and grow when planted according to our instructions sent with every shipment. Should any trees fail to live at the end of their first season, that is November 1st, when our customer takes an inventory of them, we will allow him to deduct full price accordingly for any dead trees. In other words, we guarantee that our customers shall pay us only for such trees as are in good, healthy condition at the end of their first season.





OUR ALTON  
IMPROVED RED RASPBERRY